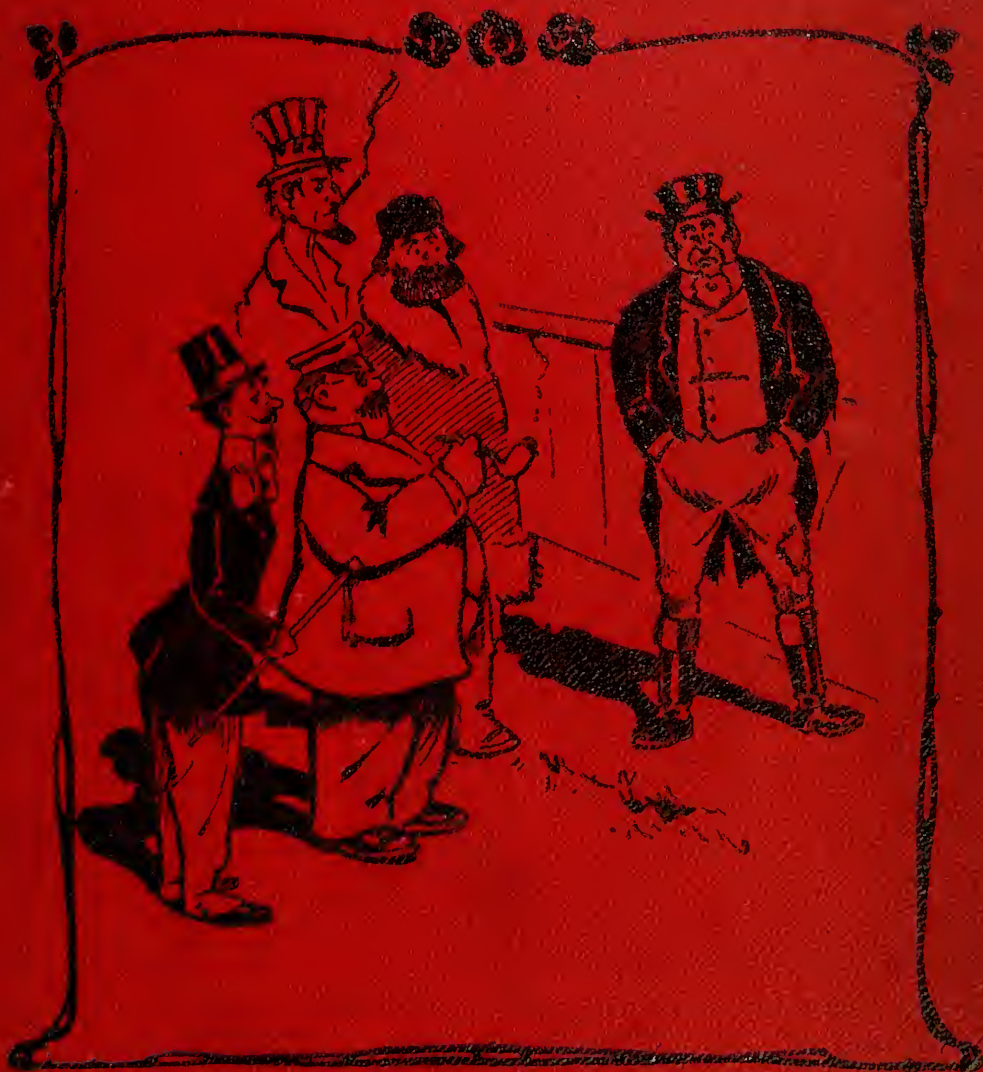


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BY A.L.B.M.



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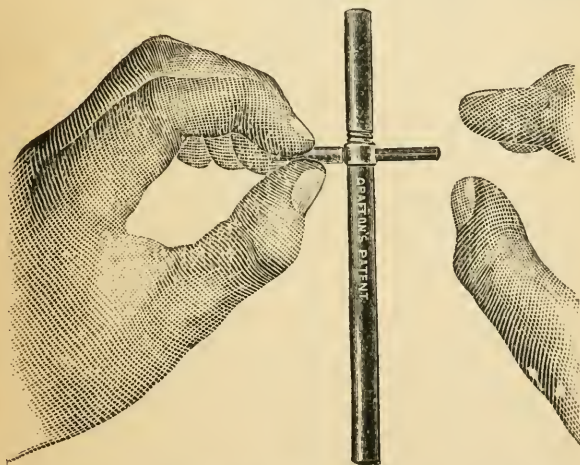
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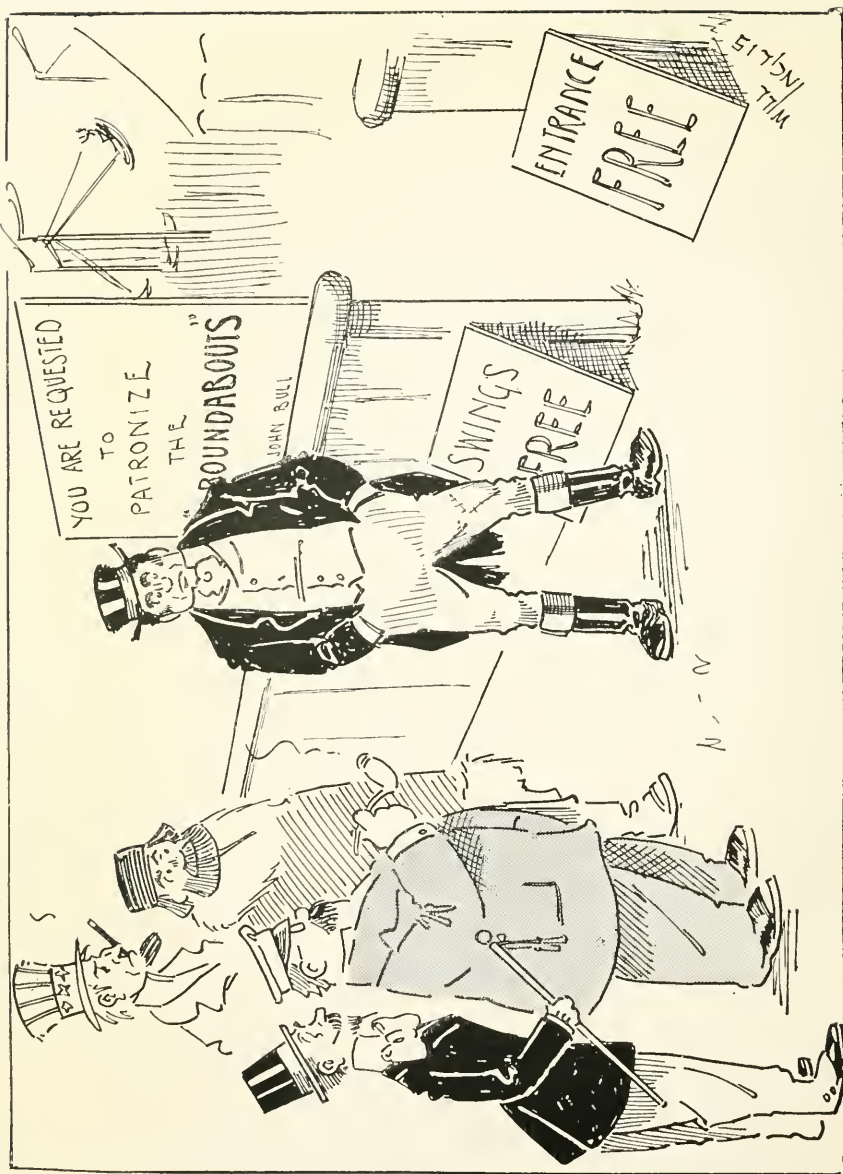
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*Fiscal Question  
—5—C*

# JOHN BULL'S OPEN DOOR:


## A PLEA FOR IT TO BE SHUT.

— BY —

A. L. B. M.

(A London Business Man).

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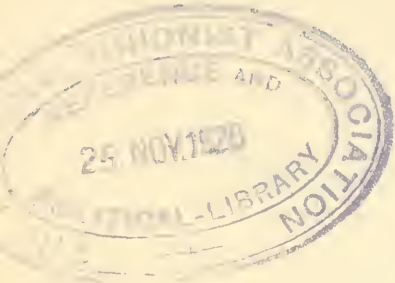


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**The four original cartoons are by Will Inglis.**

## Introduction.

“The result of my own personal observation of the way the business of the world is carried on, is that the really good work of an original kind is always carried on by an individual. But that does not mean an uncontrolled individual, or an individual without associates.” These are words uttered by Mr. A. J. Balfour early in December of last year, and are very encouraging to one like myself, who has had for some time the idea of placing some original views on the Tariff Reform question before the country at large.

I do not wish to disclose my identity, but it will suffice if I mention that I have just completed thirty-two years of solid business experience, and have, I know, an unblemished reputation, with reason to believe that I hold the respect of all those with whom I come in contact. Some friends with whom I have talked over this matter of Tariff Reform have asked me why I do not communicate my views

in public, but I am a hard-working individual who has a competitive business to maintain and keep on the go, and as all business men know, such is the competition in trade at present, that unless a man devotes practically his entire waking moments to his business he will, if he venture into the dangerous and argumentative political paths, whether as a committee man, steward or minor helper in any of the modern social and political movements, only be able to do this by neglecting his business, which will suffer in consequence. I can truthfully say that most business men in the City of London or elsewhere, if asked as to which active political or social banner they were marching under, would answer "It is the one with twenty shillings in the pound inscribed on it."

However, though my time is fully occupied at high pressure for ten months in the year, I have a "slack time" common to most businesses, and it struck me that I might utilise this time in producing a short account of the system on which John Bull conducts his affairs, and endeavour to present the various phases of the so-called Free Trade as seen through a business man's eyes. I will refrain as far as possible from mentioning the bulky figures and on the whole uninteresting statistics that are indulged in by



many public speakers and writers on Free Trade and Tariff Reform, as there is really no need for them, but I hope I shall be able to prove that it is time the existing system was “put into the melting pot of reform,” and a new one evolved.

I shall have more to say in regard to the blind folly and injustice of this misnomer called Free Trade, particularly as the finance of the year that has passed has proved deplorable—unemployment, decreases of revenue, reduction of and even wiping out of dividends, and almost national poverty being painfully apparent. I will not say more here, but proceed at once to my object, and in the following chapters endeavour to explain John Bull’s system of finance, and its failure to show justice to the tax-paying Englishman.

## CHAPTER I.

John Bull's Revenue.

John Bull's revenue amounts each year to an average of one hundred and fifty six million pounds, and is collected from several main sources, principally under the following headings, viz. :—

Income Tax, House Duty, and Land Tax.

Customs and Excise.

Estate Duty, Stamps and Miscellaneous.

In regard to the taxation in operation and collected under the above headings I propose to deal principally with that acquired by means of "Customs dues," but occasionally I will make mention of taxation obtained in the form of "Income tax." Any person who is open to give a little serious thought and make enquiry into the collection of revenue in any form, will see very clearly that this taxation is obtained from the inhabitants of the United Kingdom. Of course John Bull has no control or jurisdiction over any foreign nation, but what I propose, in the course of the chapters detailed

hereafter, is to show the intimate connection that exists between the non-tax paying (i.e. to the British revenue) foreigner sending his goods to the British market, and the Englishmen, Irishmen and Scotchmen, who are paying for the maintenance and upkeep of the United Kingdom itself. A business man will no doubt understand at once what I mean by “maintenance and upkeep,” but for the benefit of all I think it will perhaps be better to give a word or two of explanation. There are various kinds of “markets” in existence ; those near at hand in London are :—

Central Meat Market,  
Covent Garden Vegetable Market,  
Leadenhall Meat and Poultry Market,  
Billingsgate Fish Market, etc.

In nearly all provincial towns in the United Kingdom there are similar ones which will be called to mind by my readers.

The expense of such, whether in the form of rent, inspection, control, cleansing, lighting, “policing,” etc., is recouped to the authorities by taxing the persons using each market, and charging an entry duty on everything that is brought there for sale. In the

same way I want my readers to consider that this United Kingdom here is nothing but a larger Market in which we are carrying on the business and Market of John Bull. We are all contributing to the expenses of the maintenance and upkeep of this Market, but are we conducting it on proper business principles? I fear they will not bear closely enquiring into, inasmuch as though John Bull's sons are all looked after, and "upkeep" taxes obtained from them, there are numbers of persons scattered all over the globe, who are sending their manufactures and produce for sale in the United Kingdom without contributing in any way to the expense of that vast, valuable, and expensive Market.

The following chapters will more clearly set out the folly of this blind avoidance of the elementary principles of conducting a business. I have tried to discover if there are any valid reasons for adhering to such foolishness—no commercial business can ever prosper by such lack of principle. John Bull seems to have for many years taken the position of a showman at a country fair, who, getting the people to patronize his show by giving them free use of his "swings," consoles himself by thinking that the money brought in by the "roundabouts," if patronized, will pay for the entire



expenses. The firm of John Bull, however, is too important to be conducted on such old-fashioned principles or treated as one unworthy of putting on a proper basis. It is quite time a share of the revenue required was paid by the foreign users of the Market of the United Kingdom.

## CHAPTER II.

Custom House System.

I have found, while in contact with many persons who are removed from the actual business hub of this city of London, that there is a most lamentable ignorance existing as to how John Bull collects his dues on tax-paying articles such as cigars, tobacco, wines, spirits, etc., and side by side with this there is still more ignorance and lack of knowledge as to how the foreign goods with which the market is so flooded, come into the country at all. Therefore it will not be out of place if I endeavour to begin at the beginning (if it is possible to say where such a beginning is) and explain what goes on hour by hour, day by day, week in and week out, throughout each succeeding year, in regard to the importation of foreign and colonial products into the United Kingdom.

I am a Londoner, born within the sound of Bow Bells, and am bound to illustrate my subject by dealing with London in particular, but though London happens to be the largest port of the United Kingdom, and a bigger volume of merchandise is dealt with there than

in any port in the kingdom, it will be easily understood that the procedure that takes place in London repeats itself in such towns and cities as Liverpool, Hull, Glasgow, Bristol, Belfast, and other ports that are well known to all intelligent persons.

I daresay there are very few of my readers who have not at one time or other in their lives crossed London Bridge. Below this, in the direction of the Tower Bridge, is one of the most interesting spots on the face of the earth. It comprises London's mighty river, and on its banks can be seen the historic Tower of London, while closer to London Bridge is Billingsgate Fish Market, and between the Tower and Billingsgate is the CUSTOM HOUSE, with which I have more particularly to deal. The illustration shown is a view taken from London Bridge, and the Custom House itself can be distinguished—the connection between that establishment and the ships moored not far from it, I will endeavour to explain.

I do not appeal to your imagination, but will ask you to take it as a fact that these ships are representative of a vast number of others berthed in the well known docks, and other parts of the river stretching as far down as Blackwall and Silvertown, to say nothing of the Tilbury Docks

twenty miles farther down. The routine is this:—When a vessel completes its voyage from abroad, and on arrival in London is settled down in its berth in the Thames or Dock, according to the location the captain of the vessel has to work to, the captain or agent of each ship proceeds to lodge with the Custom House officials a “manifest” of the cargo in his vessel.

I show, a few pages later on, a specimen copy of a “manifest” lodged by the captain of one of the Continental cargo boats plying between Hamburg and London. I will deal more in detail with some of the goods comprised in the “manifest” in another chapter, but I wish also to make it clear to my readers that whereas the captain has to supply information as to the whereabouts of his ship, and the cargo in same, to the Custom House, the officials of that department are in turn taking an interest in him and his vessel, and he has hardly berthed his ship and made it fast before the vessel is boarded by a Customs officer and a number of assistants varying from six or eight to more than twice that number, according to the size of the vessel.

It is the duty of the Customs officer in the first place to see



that the “manifest” is lodged with the Custom House, and secondly to look after any dutiable goods that may form part of the cargo, also to keep an eye on any suspicious packages that are perhaps holding not only the goods they are supposed to contain, but may by chance have a portion, large or small, of dutiable articles that some “modern smuggler” might be endeavouring to pass through the Customs walls of this country.

I believe I am right in saying that cases of smuggling in this way are few and far between, but nevertheless the eyes of the Customs officer and his subordinates are all over the ship and the cargo, and it is only on rare occasions that this modern smuggling happens, or that such illegal importations are discovered; but now I come to the point I wish to make prominent, viz.:—  
That the expense of this Customs inspection amounts in the aggregate to a very substantial sum, but owing to the fault of the present free import system the expense of this Customs inspection is not borne in any way by the owners of the non-dutiable cargo in the ship.

This Customs inspection is rigorously carried out, but my point above referred to may be answered by the unthinking,

who would say that "the dutiable goods pay for the cost of the inspection." But it happens not at all infrequently, that vessels arrive with cargoes of non-dutiable goods only ; nevertheless the Customs inspection is bound to take place, and after examination the officials retire without having gathered in any harvest to the Customs fold. Here I do not think anybody could disagree with me on the point I wish to prominently emphasize, that these non-dutiable free trade goods have caused an expense to be incurred on the part of John Bull : his officials have had a fruitless journey, and the cargo they have inspected has proved barren in so far as the revenue is directly concerned.

Here I would desire that a sensible view should be taken of Tariff Reform as applying to this particular subject. Why should not this cargo of non-dutiable goods pay its way into the country, and at least furnish a reasonable proportion of the expenses of Customs inspection ?



*Photo by "Barclays" Co.*

**RIVER VIEW FROM LONDON BRIDGE, SHOWING "CUSTOM HOUSE."**

*Grout Eng. Co.*







# MANIFEST of Cargo Shipped per S.S. COBDEN, HAMBURG for LONDON.

*Sailed December 15th, 1908.*

No. of Bill of Lading.	Mark.	Nos.	Packages.	Contents.	Consignees.	Weight.				Measurement.	
						Tons.	cwts.	qrs.	lbs.	Ft.	In.
1	B. T. Co.	513/22	10 cases	Electrical Goods	Britannia Trading Co.						
2	K. B. & Co.	433/438	6 cases	Pianos	Knapp, Bridge & Co.						
3	B.	1/1880	1880 bundles	Iron wire	Bilton Brothers						
4	F. & Co.	51/74	24 cases	Glass	Feldstein & Co.						
5	B. T.	99/110	12 crates	Rubber Tyres	British Tyre Co.						
6	S. & S.	1/19	19 case	Woollens	Schmidt & Schmidt						
7	J. C. C.	221/540	320 cases	Clocks	Jewin Clock Co.						
8	J. & E.	1/21	21 casks	China	Jacobs & Emmanuel						
9	1381	63/80	18 cases	Woodware	Scott & Lenton						
10	C. & S.	355/381	27 cases	Toys	Christmas & Sons						
11	"Panton"	73/187	115 bales	Basketware	Panton & Williams						
12	"Chrome"	1/420	420 packages	Paper	Kahn & Longhurst						

CHAPTER III.

Custom House System. “ Manifests.”

As a matter of interest and a help to all my readers, I show on another page a copy of a “ Manifest ” already referred to, lodged with the Custom House by the captain or agent of a vessel from Hamburg. I have purposely selected one that is of a somewhat interesting nature, and happens to be void of any article that pays duty to the public revenue. A little reflection will show that this cargo is not received with open arms by the Customs officials themselves, but induces an air of suspicion, which is I am glad to say falsified, and to the credit of our Continental friends and their agents in London, I think it only right to record the fact that no one of these mysterious “ cases ” will contain a dutiable product in any form.

It is a somewhat uninteresting sight to those not having an actual business connection with the “ cases, bundles, bales,” etc., forming the cargo of this ship, but as all such goods are packed

securely either in wooden cases, casks, or other similar coverings, our friends the Customs officials have not by any means an easy task to discover which of the packages on board is being used by the "modern smuggler" previously referred to. The Customs officers in course of time, owing to their high intelligence, soon get to know the marks on the cases or packages, and are very clever in recognising a strange arrival, and it is such cases that are most likely to be opened and inspected.

I will now proceed to show the routine taken in getting these goods landed, but will deal with this matter in my next chapter.

CHAPTER IV.

Custom House. The Free Entry Form.

We will now imagine that our ship has been berthed, her captain has lodged his "manifest" with the Custom House, and the officials have the vessel and its cargo in their charge. Now we will see what is happening on shore.

It will not require much business knowledge to realise that the cargo on this vessel belongs to someone, and in all cases where a miscellaneous cargo is on board, the agents for or owners of the various articles have to take steps to "clear" them from the ship.

To do this they have to fill up without exception what is called a "free entry form." I have shown opposite page 16 a specimen "free entry form," and would further explain that three of these forms have to be filled in. To more clearly understand the procedure we will turn to item No. 1 on the specimen "Manifest," viz. :—"ten cases electrical

goods." Further details of this somewhat bald entry are shown on the copy of the free entry form illustrated on the opposite page, and we gather that the ten cases are valued at three hundred and fifty pounds; they started their journey from Berlin, via Hamburg to London, and belong to the Britannia Trading Co. (F. Muller, Partner). It is the latter person who has filled in or signed the "free entry form," and in accordance with the Customs requirements, we see he has described same as coming under the heading of "electrical goods and apparatus unenumerated."

This form having been filled in, also two copies of it, an employee of the owners of the goods proceeds to the "Long Room" of the Custom House, and submits it to the inspection of an indoor Customs officer or clerk, who sees that the details are correctly filled in. Provided such details are in order, the Customs officer or clerk retains two forms and endorses one free entry form, which is then handed back to the employee of the Britannia Trading Co., whose next procedure will be to lodge the endorsed free entry form with the Customs officer in charge of the vessel moored outside in the river or in the Docks comprised in the London area.



No. 23 (Sale).

H.M. Customs

This space is for the use of the Officers of Customs.

Examination.

# **ENTRY FOR FREE GOODS.**

Port *London.*

Dock or Station *Tower Bridge Wharf.*

Importer's Name and Address *Britannia Trading Co.*

Collector's No. & Date.

Ship's Name. <i>COBDEN.</i>	Master's Name. <i>Matthews.</i>	Rotation No.	Date of Report. <i>17.12.08</i>	Port or Place of Shipment of Goods. <i>Hamburg.</i>
--------------------------------	------------------------------------	--------------	------------------------------------	--

Marks and Nos.	No. of Packages and Description of Goods in accordance with the Official Import List.	Quantity.	Value £	Name of place whence goods consigned.
----------------	---	-----------	------------	---------------------------------------

*B.T.Co.*

*Ten cases Electrical goods.*

*£350*

*Berlin.*

*London*

*513/22*

*Electrical Goods and apparatus unenumerated.*

I enter the above Goods as free of Duty, and declare the above particulars to be true.  
Dated this *18th* day of *December* 190 *8* } (Signed) *Britannia Trading Co.*

*per F. Muller,*  
*Importer or his Agent.*

<sup>190417</sup>  
<sub>1907</sub>

Importation Code, par. 565. Secy. Customs, No. *190417*

(1) In the case of goods which are invoiced at a quoted price, the value to be stated in the Customs Entry should be the prime cost with the freight and insurance added ("c.i.f." value).  
(2) When the goods are consigned for sale, the value to be given should be the latest sale value of such goods.  
Printed for His Majesty's Stationery Office.  
Authorised Edition.



Before leaving the “ Long Room ” of the Custom House, however, I would draw my readers’ attention to the illustration of the “ Long Room ” itself, and would further explain that the two retained copies of the free entry form are dealt with by other clerks or officers in the Customs service. The particulars entered on such forms are the basis of the elaborate Board of Trade Returns that are issued month by month, and year by year, by His Majesty’s Stationery Office, these returns forming an index as to the value of the imports into the United Kingdom.

I have before me the Accounts of Imports and Exports issued by His Majesty’s Stationery Office for the month of December, 1908, and the year also ending December, 1908. These accounts form a book numbering three hundred and thirty pages, filled from beginning to end with figures in endless variety. These returns furnish in most cases the values and statistics referred to by the usual Tariff Reform orator or writer, but the figures are really so vast, and the variety so endless, that I would not recommend any of my readers to attempt to shape their views on this question by turning to this volume.

I have just referred to the Tariff Reformers’ use of this mass  
C

of figures, but it is only fair to also call attention to the Free Traders' searching of these records. They also find satisfaction in these "Board of Trade Returns," and while leaving to both these opposing sides the pleasure of marshalling these figures in any way they think fit, the looker-on such as myself is reminded of the well-known saying "that figures will prove anything."

I do not intend to "weary" you with any, as I am hoping to prove my case without them, but I would ask you to come back with me to the "Long Room" of the Custom House, and look round it. The illustration will help you, I hope, to realise the immense space required by the country's officials who are at the service of all importers, and I would ask if it has ever struck you who pays for the officials and the expenses in connection with the Customs service.

I must decline to accept the Free Traders' retort that "the cigars and dutiable goods pay for these heavy expenses," as it is very apparent to any one who gives the subject the smallest thought, that the importers and dealers in these foreign non-dutiable products, who get the benefit of the services of this vast department of John Bull's business, pay





*Photo by J. Neul,*

*St. Dunstan's Hill, E.C.*

**THE "LONG ROOM" IN THE "CUSTOM HOUSE."**



absolutely nothing towards the upkeep of the department. Were it so, that an import duty on the value of all goods was collected, the Customs services would be then carried on on a proper business footing; but as it is now, it is really impossible for any commercial man to see any justice in the existing arrangements.

It seems a most "happy-go-lucky" principle that only one section of the imported articles dealt with by the Customs Service should contribute to the upkeep of the country. I have always found that all business establishments in order to prosper must make each transaction or item of business pay its way, and no commercial firm can afford to conduct its affairs on the principle in vogue in John Bull's Customs establishment.

## CHAPTER V.

Who pays for the upkeep of John Bull's  
Market ?

Up to the present I have only dealt with the aspect of the foreigner's use of the Customs department as a facility to enable him to clear his goods, i.e., introduce them into the city of London itself, there to be passed on to the big wholesale warehouses, or distributed round the West end and suburbs of London, or handed over to the railway companies for transit to the desired destination, North, South, East or West.

I propose later on to draw attention to the competitive aspect with the home products of these foreign goods introduced into this country.

Of course, it does not always follow that all foreign goods that are imported, compete with home industries ; in many cases it is an impossibility for the articles to be grown or manufactured in this country by reason of climate or other causes.

But it will be readily seen that the majority of these importations coming from all parts of the world are obtained from, and in due time paid for, to traders and individuals all over the globe. Existing regulations have helped these goods through the “Customs” without any charge being made on them, but no thought or consideration whatever is given to what I call the cost of the up-keep of the Market, viz. :—one hundred and fifty-six millions. Where is this enormous sum obtained from? Is any portion of it derived from the traders and individuals abroad who are given practically the free use of this market? Why, no! The whole sum comes out of the pockets of the long-suffering British tax-payer.

I think I can easily show to my readers the injustice of these one-sided payments to the cost of the up-keep of the home market, which, as you all know, comprises England, Scotland, Ireland and Wales, but to bring home my point in a more forcible way I would ask you to give your kind attention to the examples detailed in the following chapters, of what would happen if by any unfortunate chance a few well-known English domestic institutions were conducted on lines similar to John Bull’s Free Trade principles, viz. : allowing the foreigner trading with this country to be free from Market up-keep expenses.

## CHAPTER VI.

John Bull's Free Entry System, if applied  
to the Central Meat Market.

Most of my readers will, I suppose, have some knowledge of this well-known establishment, which is a model Institution of which Londoners in particular may well be proud. It is often visited by deputations from all parts of the Empire, and it is perhaps well within some of my readers' recollections that during recent years a number of representative German Burgomasters, French Mayors, and Russian Professors were shown over the market, and its arrangements and system explained to them, greatly to their admiration.

For the benefit of those who would like such information, I may say this market is the principal one in the city of London, dealing with killed meat coming to London from the Colonies, foreign countries, and the home country itself. Enormous supplies arrive almost daily from these sources,



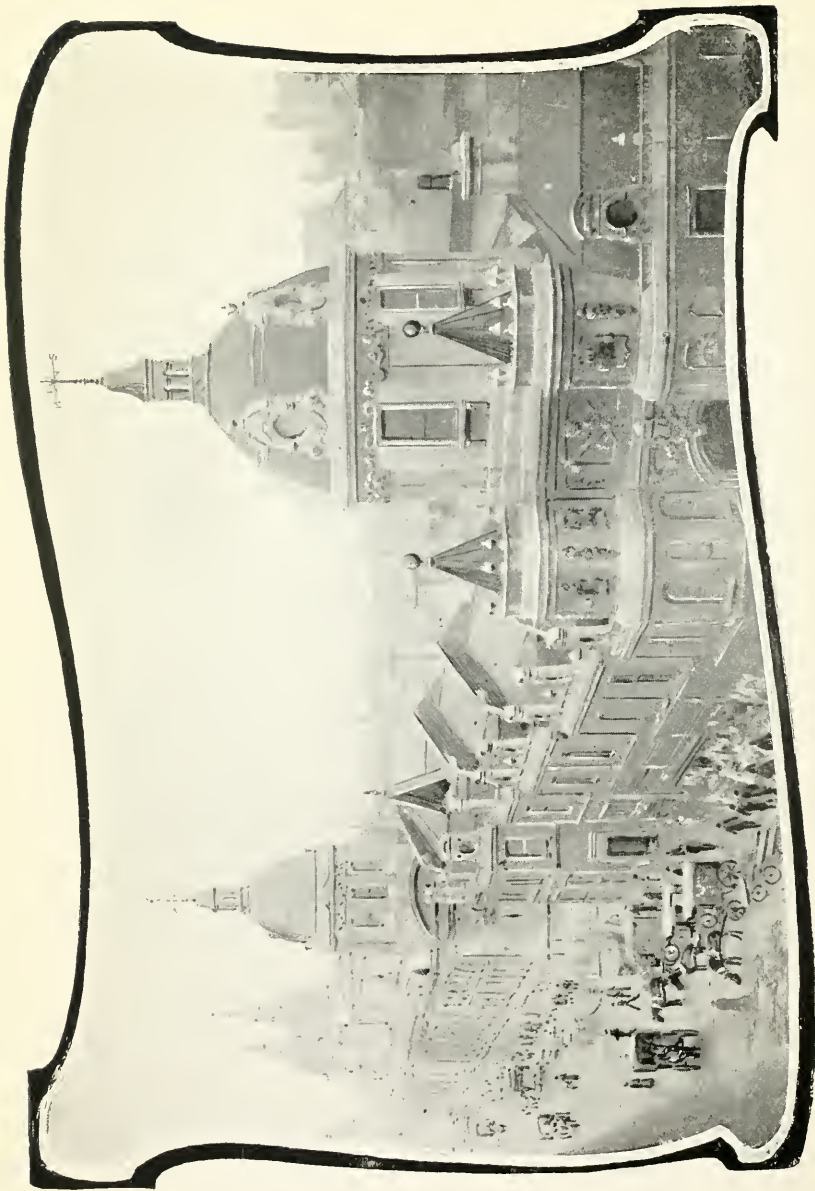


Photo by "Bartlett's" Co.

**THE LONDON CENTRAL MEAT MARKET (SMITHFIELD).**

Grout Eng. Co.



including the most northerly districts of Scotland and England. Ireland also supplies great quantities of its particular specialities in the way of pork, poultry, hams, etc.

The system in vogue as to the collection of dues on these meats coming into the Central Market is most simple, being as a matter of fact an entry charge of one penny per eighty-four pounds (avoirdupois) on all and sundry, ranging from a basket of Cambridge sausages to a special train-load of sides of beef from the big American Companies, who send meat over here via Liverpool by the shipload.

This Central Market is controlled by the City of London Corporation, and I would ask you to imagine that an order has been given to the City Fathers, which they are bound to obey, that in future their establishment must be conducted on the lines of John Bull and his Customs Revenue, viz. :—  
That all foreign meat is to be admitted to the market free,  
and that the British home trade products are to be the only  
ones that pay.

What would happen were such a drastic order really

put in operation? Why this—that the British products, instead of paying one penny per eighty-four pounds, would probably have to pay six or even eight times as much, in order to allow of the free treatment of the American, Colonial and Continental supplies. This would at once cause a tremendous outcry from breeders, farmers, and agricultural towns generally at such an injustice, but on a higher scale the injustice of allowing foreign manufactures and products to come into the United Kingdom's market scot free has been going on for sixty years.

In the same way as the imaginary increased entry charge, if put into operation, would hit the home producers interested in the Central Meat Market, so the injustice exists at the present time in allowing foreigners generally to send the vast variety of their products into the market of the United Kingdom free of any duty whatever. The result is the same as would happen to the home producers if the affairs of the Central Meat Market were so foolishly dealt with. In that case the entire cost of the administration of the market would be thrown on the poor home producer. In the same way the upkeep of the administration of John Bull's vast home market is now thrown on the home manu-

facturers and traders. The marvel is that this peculiar state of things should have been allowed to go on for so many years.

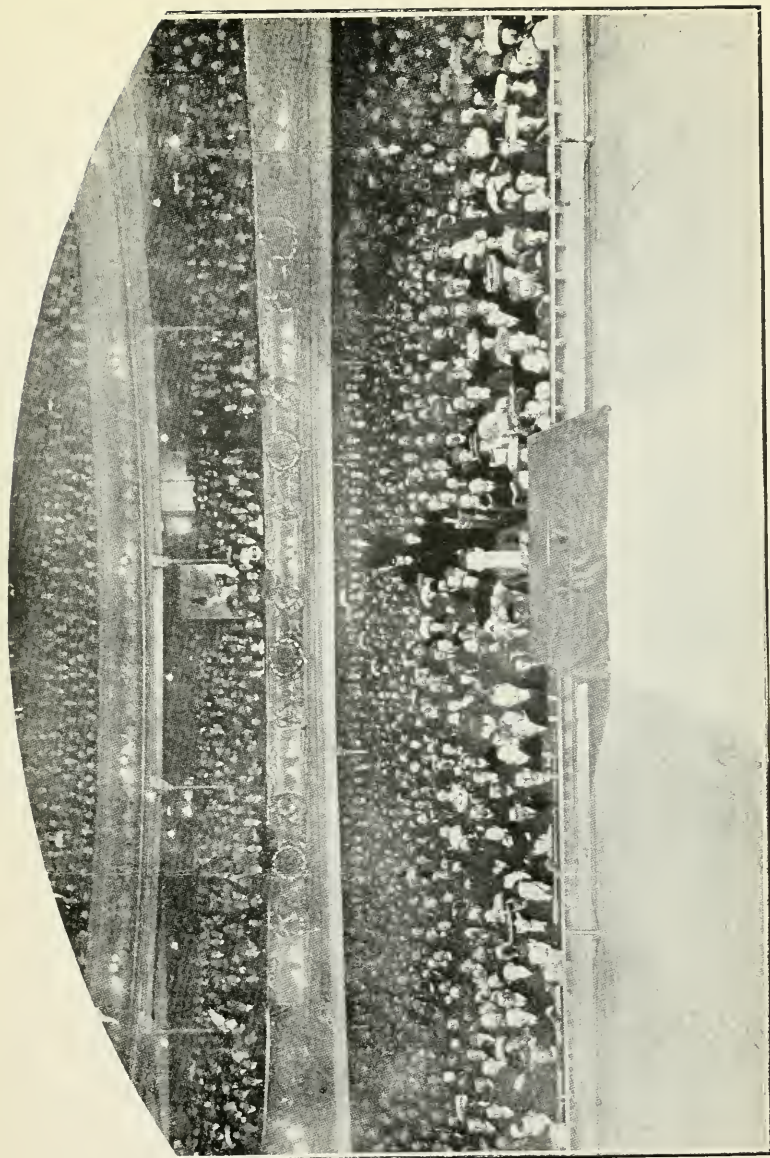
I could elaborate this example of the Central Market to a greater extent, but I do not think it would help my point, so I will leave it now and present another illustration which may perhaps more clearly appeal to my readers' imagination.

## CHAPTER VII.

John Bull's Free Entry System as applied  
to an ordinary prosperous Theatre.

A reference to the accompanying illustration will at first sight cause my readers to wonder what such a well-known establishment as a London or provincial theatre has to do with Free Trade or Tariff Reform, but if you have done me the kindness to carefully read my preceding chapters I think I can help you to solve the mystery.

It is within the knowledge of all that any theatre, to pay its way and to be a prosperous affair, must get its seats well filled, and encourage its regular patrons. The inside of the theatre here illustrated is certainly well packed ; but I would now ask you to imagine what would happen if John Bull's method of Customs finance were introduced by the manager or proprietor of such theatre.



AN ORDINARY PROSPEROUS THEATRE.

*Grout Eng. Co.*





John Bull, as you know, admits foreign manufactures and products free. What would happen if our theatre manager were to experiment with John Bull's system under the idea that "free entry for foreigners" should be a benefit to his theatre?

We will imagine that our theatre is in London, where there is an immense floating population of foreigners who come from all parts of the globe. Our manager, as soon as the order had gone forth that all foreigners were to be admitted free to his theatre, would soon find swarms of them arriving and taking seats to enjoy the performance. But what would happen to the Londoner who had previously been the principal supporter of this unfortunate theatre? If the theatre is to pay its way in future, and allow foreigners to enter it free, the only thing to be done by the proprietor to avoid losses would be to raise the charges to the Londoner.

At present the audience in the theatre here shown consists almost entirely of Englishmen and Englishwomen, but were the theatre conducted on John Bull's lines I fear the majority of the audience would be unable to pay the heavy charge

that would be demanded of them for the privilege of their seats and enjoyment of the performance.

Well, now, what is happening in the United Kingdom theatre? John Bull is conducting it on the one-sided lines I have shown; he gives the foreigner a free seat, but to balance his expenditure, he has to increase the taxation of each one of us. Is it an unreasonable thing that Tariff Reformers call for a stop to this "Deadhead" business?

I have a still further illustration of this kind which I hope will interest you, but will deal with that in the next chapter.



CHAPTER VIII.

John Bull's System as applied to a public  
Omnibus Company.

Here we have another familiar sight in the way of a London General Omnibus Company's vehicle.

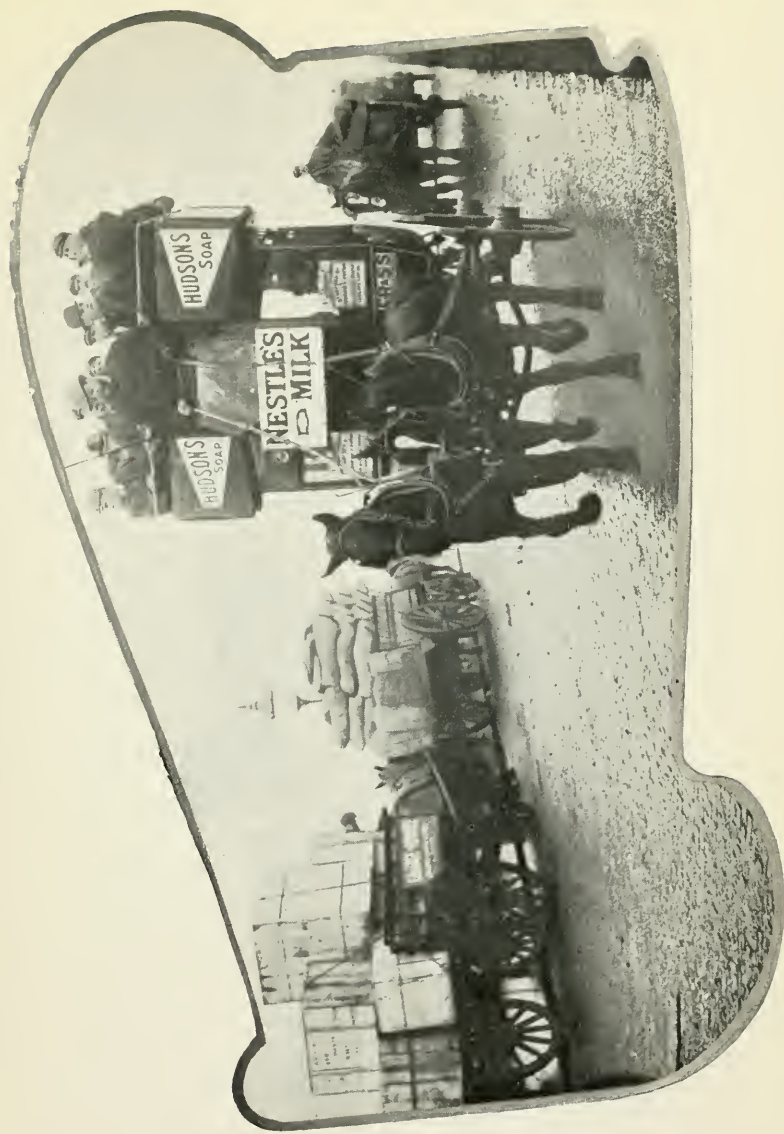
We will suppose that the drastic order has just been communicated to the owners of the vehicle, that all persons of foreign nationality are to use the omnibus company's vehicles free of charge, and that an attempt is to be made by the company to still run their vehicles with such a ridiculous law in operation, which must be complied with.

What would happen would be just the same as in the example detailed in the previous chapter—the passengers remaining on the omnibus would have to pay “through the nose” like the unfortunate British occupants of our theatre run on John Bull's lines, and they would have to pay very heavily for

their seats. The result would be that many of the passengers would be "squeezed" off the 'bus because they could not afford the expense, and the remaining occupants would be compelled to pay an exorbitant charge for the benefit of the foreigner, who really has no right to be dealt with in so liberal a manner.

These examples on a much higher scale are to be found in the daily life of the British manufacturers and traders who are carrying on business in this country, and pay for the maintenance of the market by means of taxes to the revenue. Side by side with our own productions are to be found thousands of articles (made by foreign firms) which have come into this country entirely free of charge, and it is the home people who have to find the yearly one hundred and fifty-six million pounds to pay for the administration and security of this vast market of ours.

I repeat again that it is high time the taxation was more equally divided, and an attempt made through Tariff Reform to obtain a portion of the revenue from the foreigner.



*Photo by Park.*

**THE LONDON WORKING MAN'S "CARRIAGE AND PAIR."**  
(An ordinary sight on Blackfriars Bridge).

*Grout Eng. Co.*





CHAPTER IX.

John Bull's System (*continued*).

All this while I daresay some of my readers, who have done me the honour of reading my views, are disagreeing with my statements entirely, and they would perhaps like to let me know what is to be said for and on behalf of foreign traders and producers who are using and getting the benefit of the market of the United Kingdom.

Such readers will no doubt be anxious to point out that many of these foreign traders are permanently located in this country, and carry on their business from various offices and establishments; also that such persons or firms are paying their taxes in this country in an honourable way, and contributing their quota to the national upkeep, inasmuch as they are regularly visited by the Inland Revenue Authorities, and income and other taxes obtained from them in the same way as an ordinary British company, firm or individual.

With this I quite agree, but unfortunately it is not by any means a fact that the entire range of the foreign traders, manufacturers, or persons obtaining the benefit of this British market, are properly represented in this country, i.e., they have no office or warehouse or other domicile in this country. There is an enormous number of manufacturers and traders who get the regular benefit of this valuable and well-kept market, without contributing one farthing in the form of income tax or duty. I shall, I think, be able to prove this in a very simple way by directing my readers' attention to some well-known channels of commerce. Though the articles I have in mind may have their ultimate destination here, the merchandise arrives by independent means, and in thousands of cases business transactions between many foreign firms and British traders are conducted direct. There is no intermediary in the way of a branch of the foreign establishment in this country, at whose door the income tax collector may knock and present his account.

I will deal with a few of such instances in the following chapters.

CHAPTER X.

Channels of Commerce.

The Leipzig Fair.

This fair is held twice yearly, and the interest taken in it is very great. There in Leipzig are collected manufacturers or their agents and representatives from all parts of the Continent, but principally from Germany, Austria, Russia, Switzerland, etc.

The fair held in the spring is the principal one, and the majority of the energetic manufacturers from the countries named make a point of exhibiting the latest productions from their factories. By a business man (whether he be a wholesale merchant hailing from the United Kingdom or America, or elsewhere) a desire is felt to inspect the newest productions which are exhibited by the Continental producers referred to. The result is that hundreds of British merchants and buyers arrive in Leipzig for the fair week, who energetically scour

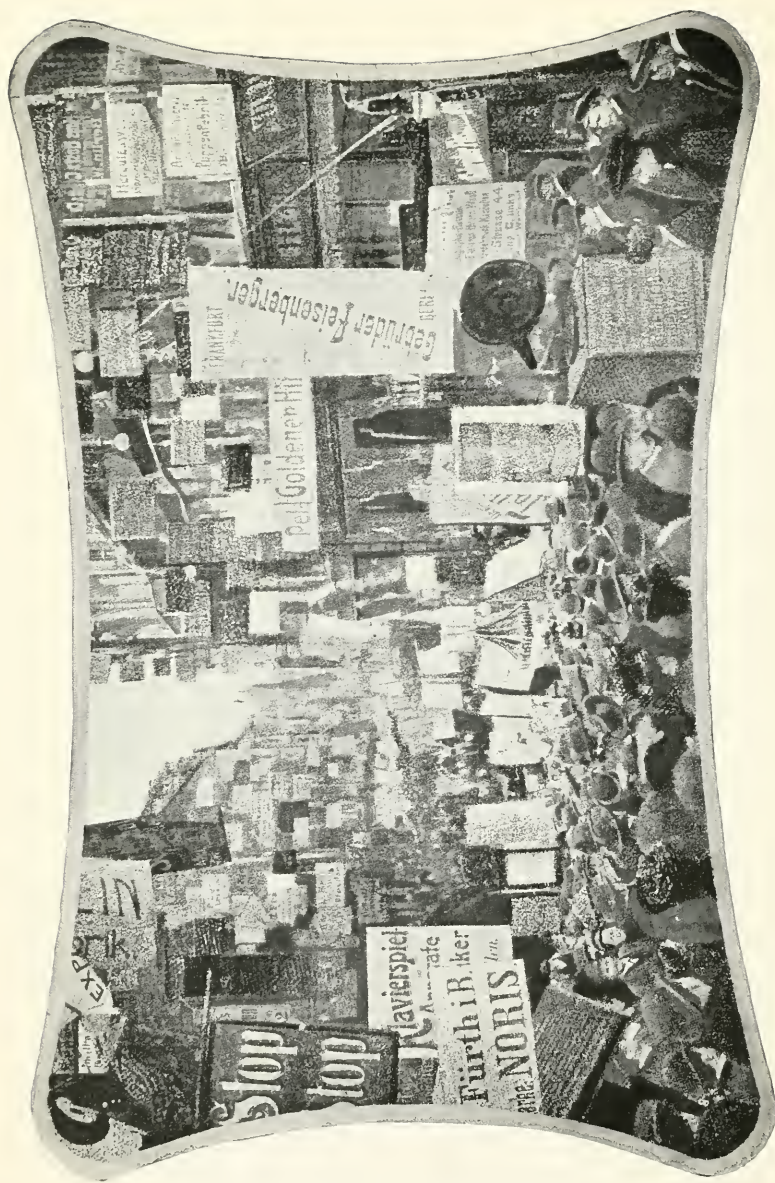
the fair on the look-out for novelties and articles which they think will prove tempting to the British public, when such articles are ultimately exhibited in the thousands of shops and stores scattered all over the Kingdom.

These British merchants and buyers are keen business men, and all have a pardonable desire to buy their goods from the actual manufacturers. The result is that some immense orders are placed with such manufacturers, whose factories may be situated in the midst of the Black Forest in Germany, amongst the towns of Westphalia, or elsewhere.

The orders placed by these British buyers are very welcome to the various manufacturers, and in due time the articles ordered by the merchants and buyers at the Leipzig fair arrive in London, or the principal ports of the United Kingdom. The procedure to get these goods through the Customs is repeated as detailed by me on page 16, but in the majority of cases the articles bought in this way at the Leipzig Fair are invoiced direct from the Black Forest, Westphalia, or other factory, to the merchant or wholesale house in the United Kingdom. In due time these manufactures come into







Dr. Trenkler Co.

# THE LEIPZIG FAIR. A BUSY STREET.

Groff Eng. Co.

(Note.—The signboards exhibited, are hung out by manufacturers showing sample collections).



the country free of duty, but in very rare cases is there a British domicile in the way of an agency, or branch of the foreign firm. Thus the income tax collector has no possible chance of stepping in, and the result is one which I wish to emphasize, viz. :—That the foreign manufacturers have received the free use of the vast market here as an outlet for their goods, without contributing one penny to the administration or expenses of the United Kingdom itself.

## CHAPTER XI.

Channels of Commerce.“Continental.”

The foregoing particulars relating to the Leipzig Fair could be repeated in regard to purchases made by British buyers, who personally scour the Continent to obtain articles for retail in the United Kingdom to the British public.

One of the most glaring instances of this is the attractive French Republic. Many of the buyers of the leading London warehousemen and provincial stores and drapery houses pay regular visits to Paris (sometimes two and three times a year), to manufacturers and producers of the feminine robes, hats, lingerie and model costumes, etc., which are to be recognised when exhibited in the windows of the drapery establishments so much in evidence in the principal shopping thoroughfares of London and leading provincial cities.

Such buyers operate in a similar way to buyers of other classes of merchandise shown at the Leipzig Fair, inasmuch as the merchandise purchased, whether “articles de Paris” or “Parisian creations,” are invoiced direct to the actual British firm, and in due time the accounts are paid by banker’s cheque or bill of acceptance, to the foreign manufacturer.

These business transactions we may safely assume are profitable ones to the foreign manufacturer, but he gets off scot free so far as John Bull’s expenses are concerned, inasmuch as the foreign manufacturer pays absolutely nothing to the revenue of the United Kingdom, but kindly, or rather through John Bull’s own fault, leaves the British nation’s expenses to be borne by John Bull’s sons themselves.

In the same way, this British buying from actual foreign manufacturers goes on all over the Continent and the world generally, and English buyers are repeatedly visiting factories at such well-known Continental manufacturing towns as Lyons, Grenoble, Vienna, Liége, Frankfort, etc.

The business is simply enormous, and is steadily increasing, but it is very apparent to me, and I hope to my readers,

that these Continental manufacturers who are obtaining the enormous benefit of the entry into the British Market are contributing nothing whatever towards John Bull's expenses.

Is this business or even common justice to competing Britishers? I say "NO"!

CHAPTER XII.

Channels of Commerce.

“The Stranger within our Gates.”

In the previous chapters I have dealt with the journeys which some of John Bull's sons take to the Continent and other parts of the world, with a view of purchasing from foreign traders and manufacturers, articles and products made abroad.

Now I wish to show in detail another side of this question, and that is in regard to the periodical visits paid by foreigners to this country with a view of doing business. I refer more particularly to those travellers, agents, and members of foreign firms who have no domicile whatever in this country, but pay a regular visit to these shores. The principal articles they desire to sell, and do sell, to us here, that have come more particularly under my notice, cover a very extensive range, varying from cheap penny toys up to diamond and gold jewellery running into thousands

of pounds, with an intermediate number of articles more or less valuable, such as silks, gloves, motor cars, cloth goods, mantles, china, metal work, glass, etc.

I am able to show on an adjacent page an original advice card issued by a Paris firm notifying in their peculiar and interesting "Engleesh" what their agent will be "showing" at a temporary showroom in London. I do not know what amount of business such a visit would result in, but my readers versed in commercial matters will easily see that our Paris friend had, with the combination of his interesting samples, and this invaluable market of ours, a fine opportunity for filling his order book at a minimum of expense.

I need not enquire closely into the amount of business such a person would do, but it will require very little strain on the knowledge or imagination of my readers, whether they have business experience or not, to realise that this particular French firm makes a class of goods which is also produced in the United Kingdom. On the one side they will see a French firm obtaining the free entry to and benefits of John Bull's market; and on the other hand they will know that there are English



competitors here who also manufacture similar goods, and who naturally are paying their rates, taxes and such expenses which go to swell John Bull's revenue. Had they, like our French friend, no domicile here, they would be exempt from such taxation, and yet be able to get the benefit of the British Market !

Before leaving this particular anomaly and injustice (as I call it), I should like to mention an instance which recently came to my knowledge, of a Continental traveller who had the misfortune to be "relieved" by some professional cracksman of his entire sample collection, amounting to a value of many thousands of pounds, principally consisting of pearl and diamond tiaras, necklaces, etc.

In order to make some attempt to find the thieves, a "Reward bill" was printed and circulated all over the Kingdom; the particulars there given of the manufacturers and owners of this valuable sample collection clearly proved that they belonged to a Continental firm, and their agent who had suffered this misfortune had been doing his best to sell his firm's products amongst John Bull's subjects.

I have never heard whether the thief was discovered,

but such a development would have resulted in the foreign firm seeking the aid of English justice to bring such thief to book and sentence the culprit for his misdeeds.

But what I want to know is—apart from the desire all honest persons have to see offenders caught and sentenced—who would pay for the administration of justice to such malefactors? Our criminal courts, as I understand it, are maintained at the expense of the British tax payer, but here would be a case of a foreigner getting the benefit of such courts, without paying one penny towards the cost of same.

Tariff Reform would remove such injustices, and I hope in time to come, when the matter is gone into, that such foreign travellers, agents, or members of foreign firms will not only pay for their licence to temporarily trade in this country, but be charged an entry duty for their goods and articles.

CHAPTER XIII.

Channels of Commerce—(continued.)

Before passing on from this branch of my subject, I would ask my readers to look through the undermentioned extract which appeared in the “ Hardware Trade Journal ” November last, viz. :—

“ Cycle Accessories.—At the Birmingham County Court, before His Honour Judge Ruegg, an action was brought by Arutz and Hammes, of Germany, to recover nine pounds thirteen shillings and sixpence from Messrs. Frankenburg, cycle accessory dealers, of Snow Hill, Birmingham, the price of goods supplied. The claim was not disputed, but Frankenburs set up a counter claim for thirty seven pounds ten shillings in respect to damages alleged to have been sustained through the plaintiffs’ neglect to deliver a quantity of spanners according to contract.

“The plaintiffs’ traveller obtained an order from Messrs. Frankenburg for five hundred dozen spanners, which were to be delivered at the rate of a hundred dozen per month during the first five months of the year. The first instalment was tendered at the beginning of February, but rejected on the ground that they were not up to sample. At the beginning of April the plaintiffs’ traveller submitted a second sample, and said that thirty-two dozen of these spanners were on their way from Germany. Mr. Frankenburg expressed no opinion on the sample, saying that he would examine the bulk when they arrived. As, however, he (Mr. Frankenburg) had at that date already raised a claim for damages against Arutz and Hammes for failing to deliver the spanners before, the German firm stopped delivery of the second consignment.

“After a legal argument of considerable length, His Honour held that Arutz and Hammes were not justified in stopping delivery, but on the question of damages decided that the sum of twenty pounds would be sufficient to cover Frankenburg’s losses. He therefore gave judgment for Arutz and Hammes for the nine pounds thirteen and sixpence admitted, and for Frankenburgs on the counterclaim with twenty pounds damages.”

With the subject of the dispute which was thrashed out and settled I have nothing to do, but the side light it throws on the need of Tariff Reform is very vivid. I will not weary you by dilating minutely on the problems it raises, but personally I am inclined to ask :—

1. Why is it we suffer the importation of foreign made spanners ? Are we not equally well able to make such things in this country ?

2. How is it that the German firm above named is able to obtain the benefit of the Birmingham County Court ? (*see footnote.*)

3. Are the salaries of our Judges paid by the Germans or ourselves ?

4. Will not Tariff Reform find a satisfactory answer to above questions ?

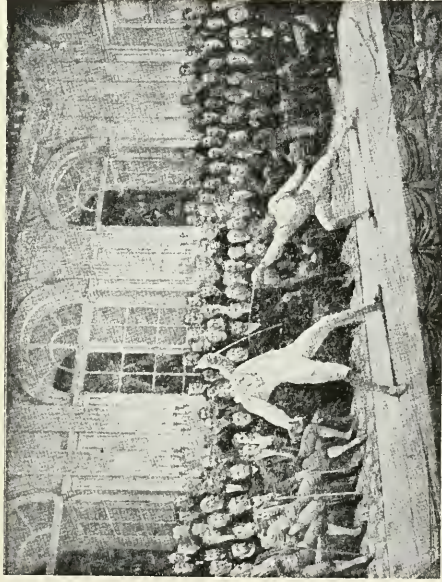
Had these miserable spanners, value nine pounds thirteen shillings and sixpence, paid a modest ten per cent. entry duty into the country it would have provided a just answer to all my questions above.

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I am fully aware a British trader sending British spanners to Germany could sue in a German Court for payment from a German buyer, but such goods pay an entry duty of thirty per cent.

The hearing fee charged at County Courts is not a sufficient recompense to the tax payer for the putting of the wheels of justice in motion, so I hope none of my readers will be ready to advance that side of the matter as a satisfactory answer to above important questions.





*Paris le date of Post 190*

D<sup>r</sup> Sir

We beg to inform you that M<sup>r</sup> Joassart our agent for England is in London for 15 days at 14 Featherstone Buildings Holborn and will be please to show you our choicest assortment

of samples fencing gears-Athletic Articles fencing & Boxing gloves and shoes-swords sticks-guns sticks mankiller sickle & umbrella sticks of every price quality & description.

An fixed appointment to M<sup>r</sup> Joassart, would oblige.

YOURS TRULY,

SOUZY & de LACAM.

A POSTCARD FROM PARIS. (See page 40).



CHAPTER XIV.

Channels of Commerce.

British Domiciled Foreign Agents.

“Traveller.—Two leading Paris ostrich and fancy boa and fur manufacturers require experienced traveller with connection in West End, retail. Good salary, commission, and office expenses to competent man.—Address T. 726, care of Messrs. Deacon’s, Leadenhall Street, E.C.”

“Required.—By a leading Continental manufacturer of metal household and kitchen utensils and fancy goods, as traveller for England, a young man, not over twenty-three years of age, acquainted with the trade, and knowing well German and English.—Address, with full particulars, D. 2,233, Haasenstein and Vogler, A.G., Berlin, W.S.”

A side light is thrown on my previous chapters by a reference to the above quoted advertisements, which also give prominence to a

particular weakness of the present free entry system. Similar advertisements to above very often appear, but they may not strike even the average commercial man, until explained, as an injustice to the manufacturing tax-paying firms in this country. A glance at above will correctly suggest that there are in our midst a great number of persons who are representing foreign manufacturing firms in this country. Such representatives would, I know, have a permanent tax-paying domicile in this country, it may be in the form of an office or warehouse, though in many cases they tout for business from their private residences. (I personally know of several who are making a comfortable income in this latter way).

But such agents, even if they own up to making a nett income of a hundred and sixty pounds per year or above (and thus come under the income tax assessments), do not naturally return their nett income at anything beyond the amount they themselves actually earn while working as agents or travellers for those foreign firms. What I want to point out to my readers here is, that these Continental or other manufacturing firms abroad are getting profits out of the business done by their domiciled agents or travellers in this country. Such foreign manufacturers

are, however, free from the attentions of the British Income Tax Commissioners, whereas they are taking moneys out of this country (in return for goods supplied).

You can only "get" at such people by a Tariff to be paid at the time of entry of the goods into the country.

## CHAPTER XV.

Channels of Commerce.  
The World in General.

At the risk of wearying my readers, I cannot resist continuing the examples I have endeavoured to explain in the previous chapters—the subject is so vast a one. I do not want it to be thought that I have exaggerated, or in any way distorted, the injustices existing under the present so-called Free Trade system, but would ask my readers to scan some of the advertisements which appear in a fairly regular way in the leading London and provincial papers, principally in connection with the drapery trade.

I am showing only two of these which bear out my assertions, but they will, I hope, help you to see with your own eyes what is going on day by day through each succeeding year.

I do not blame any firm, drapery or otherwise, for buying articles abroad which will help them to do business with their



# J. Woolbird & Co.

✱ DIRECT IMPORTERS ✱

**Carpets.**

**TURKEY,  
ANTIQUE,  
PERSIAN,  
INDIAN,  
MIRZAPORE**

of all kinds  
of Oriental  
Carpets and  
Rugs, have  
in their  
stocks large  
selections of  
all the stand-  
ard makes  
and qualities

**. Rugs.**

**TURKEY,  
ANTIQUE,  
PERSIAN,  
INDIAN,  
MIRZAPORE**

Stair Carpets, Billiard Surrounds, and every size  
in Strips, Rugs and Mats.

# J. Woolbird & Co.

OXFORD STREET, LONDON, W.

# Thomas & Co.'s AUTUMN SALE

OF

## Paris Mantles,

### MOTOR COATS & CLOAKS

FOR THEATRE AND RESTAURANT.

A Magnificent Collection of the very Latest  
and Choicest Examples from the Leading  
Paris Houses.

THOMAS & Co. are also selling large purchases  
made in Paris of

**Dress Materials, Silks, Velvets, Robes,  
Costumes, Blouses, Millinery, Tea  
Gowns, Lingerie, Trimmings, Laces,**  
Etc., Etc.

Nowhere else can such magnificent examples of  
Parisian Art and Skill be obtained at such low prices.

ABOVE ADVERTISEMENTS ARE DEALT WITH ON OPPOSITE PAGE.



customers—it is not their fault, it is John Bull's own foolishness—but you will, I think, all see that an immense import trade, amounting to millions and millions of money, is being done in our midst that is practically exempt from taxation so far as the United Kingdom is concerned.

Having once given you a hint to look out for such advertisements in connection with the Tariff Reform movement, it may help you to read between the lines of these advertisements; and you will ere this, no doubt, have admitted that a long continued injustice has been in existence, and it is time a remedy was found for it by equalizing the sphere of taxation.

How long is it to continue that this immense trade in foreign goods is to be carried on without contributing its quota to the revenue?

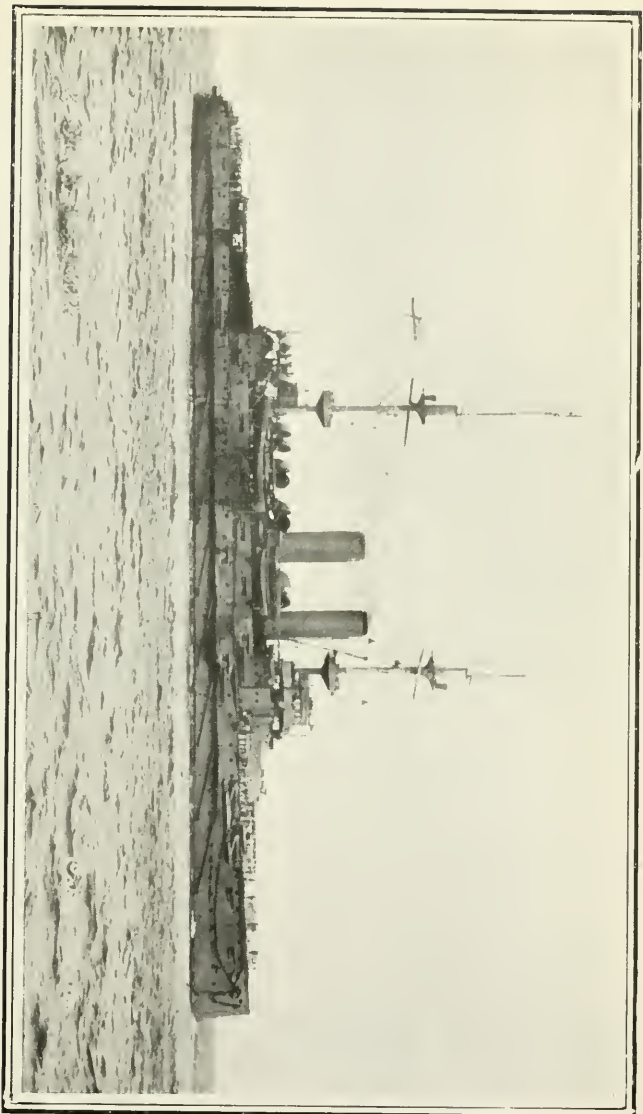
## CHAPTER XVI.

The British Navy and the Benefits the  
Foreigner derives therefrom.

All this while I have been dealing with various faults in the loose system which at present prevails in the obtaining of John Bull's Customs revenue. I hope I have made it clear to my readers that whichever way you look at the question, you will see that the foreigner has a remarkable advantage; in fact it certainly shows that he is getting the benefit of the so-called "Free Trade," and not ourselves.

I would now ask leave to call your attention to a further benefit that he gets at our expense.

I have explained part of the daily routine of buying and obtaining goods from abroad, but I have not up to the present asked you to follow these goods from the loading port on the Continent or elsewhere to the landing stage in this country.



*Photo by Cassatt.*

**A REPRESENTATIVE OF THE BRITISH NAVY (H.M.S. "IRRESISTIBLE").**

*Groot Eng. Co.*





In no case can I see there is an exception to the need of a safeguard in time of war to the convoy of this vast commerce across the seas to the shores of the United Kingdom.

We have, most fortunately, not been involved in war with any foreign power for a great number of years, but it will be, I am sure, very apparent to the majority of my readers, that were such a disastrous event to happen as our being involved in a war of any kind with a maritime power, our ocean commerce would have to be protected.

I go so far also to emphasize another home truth which is equally apparent, that these shores themselves would have to be protected, and here I hope I bring you clearly to the point to which I now wish to give prominence.

What has this magnificent British Navy of ours, comprising hundreds of battle ships, cruisers, torpedo boats, destroyers, etc., to do with the Tariff Reform question? Well, the answer is this, viz. :—that the British Navy is not only ensuring the safety of the United Kingdom, but is also to be relied upon in time of war for the safe convoy of merchandise and produce from abroad to these shores.

What I want to ask is (apart from the actual consumer), who is more interested in the safeguarding and maintenance of this valuable market, and the safe transit of supplies intended for these shores, than the foreign producer and manufacturer? Such is the strength and power of the British Navy that there is no doubt in my mind that even in time of war the ocean commerce, or the greater portion of it, would still go on, to the benefit of foreigners doing business in this country as well as ourselves, i.e., as regards articles we cannot possibly do without.

Here, again, I would repeat my former question—What does the foreigner pay towards the expenses and protection of the market, and the safety of the ships containing his wares on the voyage to this country? Why, absolutely nothing!!!

CHAPTER XVII.

Who would pay the duty if Tariff Reform  
were tried?

I do not fancy all this time that any person differing from my views of these important matters is lying quiet, and has no argument for or valid answer to the injustices and errors in the free entry system that I am endeavouring to explain. The common answer usually is that if a tax is put on imported products or manufactures, such tax ultimately comes out of the pockets of the consumer, but I would at once hasten to say that I totally disagree with this view. I do not purpose giving a labyrinth of statistics to disprove this false argument, but would ask you to imagine yourself in the position of the foreigners abroad, who would have such transactions to deal with as the following instances of actual business which have come under my personal notice.

Example A. A British glassmaker is in the habit of supplying

grosses of tumblers to a big firm of refreshment caterers. The price is five shillings per dozen, but now and again the order is secured by a competing foreign firm at the same price. Well, in the event of a ten per cent. duty being imposed on the foreign imported article, making the cost to the refreshment caterer five shillings and sixpence per dozen, will the refreshment caterer give his orders for such tumblers to the English or the foreign firm ? Unless the foreign firm reduces its price to four shillings and sixpence per dozen it will have no chance of competing with the British glassmaker. Does this look as if the import duty is paid by the English consumer, i.e., the refreshment caterer, or the foreigner ?

Example B. A wholesale warehouseman is wanting to buy for his season's trade a matter of a thousand ladies' coats. He is able to buy the cloth from Yorkshire, and to get these coats made up in a British clothing factory at a total cost to himself of twenty shillings each. If he buys competing German coats in Berlin they will cost him almost the same money, but were it so that a ten per cent. duty was obtained by John Bull's Customs House before such merchandise was passed into the country, would our friend the wholesale warehouseman be ready to give twenty shillings plus two shillings duty

for the foreign-made coat ? Can it not be easily seen that the Berlin competitor would have to supply such coats at eighteen shillings instead of twenty shillings in order to obtain the order from the wholesale warehouseman ? In such a case is it not clear who would have to pay the duty ?

As a business man I can assure my readers that commercial transactions are governed and influenced by very small margins ; for instance, apart from any question of Free Trade or Tariff Reform, I fear if in Example A the foreign glass maker were, at the present time, to supply at four shillings and ninepence per dozen he would get the orders ; it is true that in such a case the refreshment caterer would save threepence per dozen, but should not a thought be given to the English glass-making industry ?

I have shown you in previous chapters that the foreign manufacturer, whether he is a glass maker or otherwise, pays nothing whatever to the upkeep of this British market ; but now please consider the British glass-maker, and his employees. They either in the form of Income Tax on the part of the employer, or by the consumption of dutiable goods such as tea, tobacco, beer, etc., on the part of the employees, are doing

their duty by their country in laying out their wages on such necessary articles, thus contributing to John Bull's revenue which pays for the maintenance and security of this vast market in which we live.

The point in my Tariff Reform argument is just the same in Example B. as in the other one. Our Berlin maker is probably getting his orders now by under-cutting the English competitors by a mere sixpence ; the English manufacturer is losing work for his mills and work people ; and the tailors and seamstresses are losing wages that they might earn in the cutting out and working up of such cloth.

I am one who considers the need of employment for the deserving workers in this country as an object more to be desired than even a reform in the obtaining of revenue, and I do hope that the simple facts detailed above will be appreciated by all good citizens. Surely Tariff Reform is a worthy object to be promoted if it is likely in any way to further the reduction of unemployment and distress in our midst.



CHAPTER XVIII.

Cobden's Idea of Free Trade.

In this country we are apt to cling devotedly to established institutions, and we have only to look back at any system or law that may have been repealed or revised by Parliament, to see that every commercial or political question has been maintained or fought for, by one or other of the partisans or opponents, with almost frenzied enthusiasm. Here now there is a revolt slowly growing in our midst caused by the retention so long of Cobden's Free Trade system, and before dismissing it as a played out error it seems to me a matter of justice to Cobden and his associates, to make a little enquiry as to the idea in Cobden's mind at the time his so-called Free Trade system was passed into law.

Sixty years ago the world was very different from what it is now. It is mere schoolboy's knowledge that the ocean-going steamships of which we one and all are proud in these days were not in existence

in Cobden's time ; and to my mind some of the primary facts that Cobden relied on for his principles and the benefits he saw would result from this Free Trade system were as follows :—

In his days the matter of travel was a work of time, expense, discomfort and unknown evils. The ocean-going ships were mainly sailing or steaming from and to this country, and I rather think Cobden's idea was that the world in general would make this country the hub or centre of the universe in regard to its purchasing and trading.

Did Cobden ever anticipate that regular lines of steamships would be sailing weekly and even bi-weekly from Hamburg, Rotterdam, Antwerp, and Cherbourg to America, Australia, Africa, and all parts of the world ?

Such has been the progress made by countries competing with this, that they are now fairly independent of the British Isles, with the help of their lines of steamships sailing to and fro. Now if a Continental or American buyer, manufacturer, or trader wishes to buy or sell products in any part of the world, in only a few instances is the need or use of the United Kingdom apparent.

I have mentioned in Chapter X. that the Leipzig Fair is attended by American buyers; in Cobden's time (though the Leipzig Fair even then existed), it was practically not worth the American firm's while to trouble about going to Leipzig. The principal goods or articles exhibited there, would in turn be shown or sold by British wholesale importing and exporting houses.

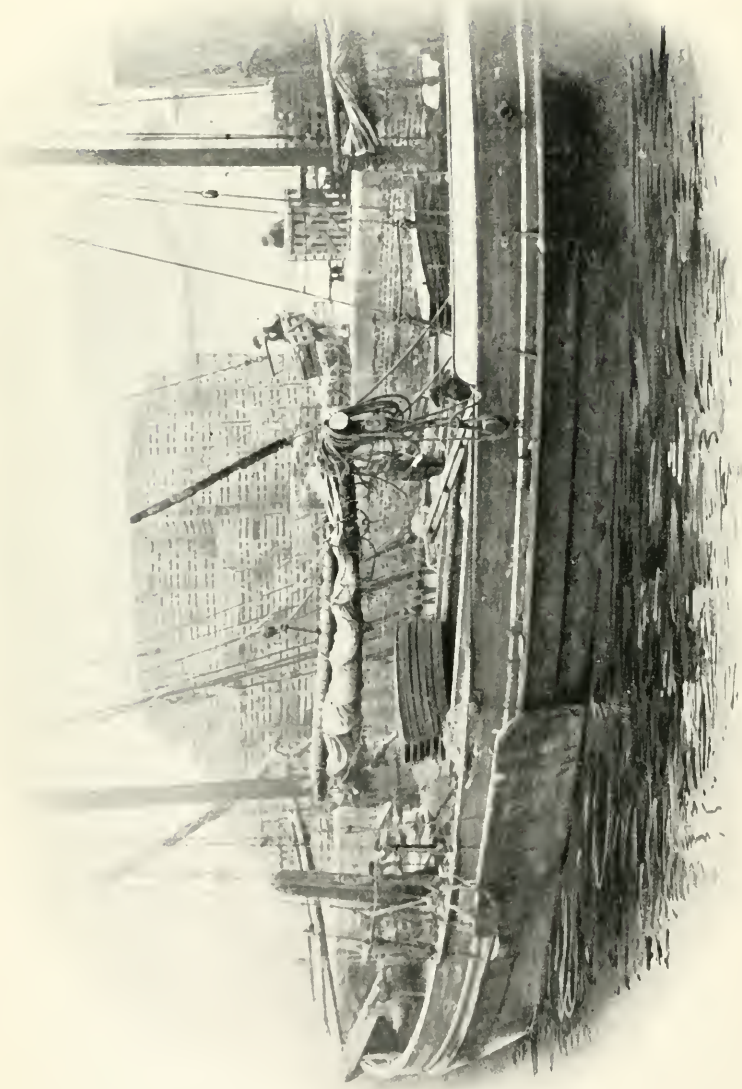
Now the case is very different—the American market has grown to be practically the largest in the world; and apart from American Tariff reasons, the traders in the United States can make their Continental purchases free of John Bull's intermediate help. The American buyer visiting the Continent can do so direct by a line of steamships from New York to Cherbourg, Havre, Antwerp, Hamburg, etc., and in turn the goods that America sells to the Continent or buys from Continental manufacturers, travel through the ports I have named.

It was, as we all know, different in Cobden's time; but such world-affecting changes having taken place, there is great need of the alteration of the system introduced by Cobden for the benefit of this country. The conduction of the world's commerce having altered so

greatly, is it not time that this sixty-year-old system of ours was closely inquired into ?

There should be no need either for me to mention the alteration that has taken place since Cobden's time in the world's manufacturing industries. These are " hackneyed " truths that have repeatedly been pointed out, so I will not harp on them, but it will suffice my purpose if I merely mention the growth and immense progress of other manufacturing nations which were not by any means so powerful sixty years ago. A reference to the value of the commerce of such countries as the United States of America and Germany, will clearly show that the value of the exports and manufactures from these countries is creeping steadily up to the value of our own exports. In Cobden's time the value of America's and Germany's exports was trifling compared with the present day.





*Photo by Park.*

**A TARIFF REFORM OBJECT LESSON.**

*Grout Eng. Co.*

**A SHIP LOAD OF IMPORTED "BOTTLES."**



CHAPTER XIX.

The Products of Free Trade as  
affecting a Manufacturer.

I have endeavoured to show to the best of my ability that the misnamed Free Trade system is unsuited to this country at the present time. I will now do my best to point out what is actually taking place in our midst in regard to the increasing signs of weakness apparent in our own business and trading community through the immense load of taxation being now on shoulders that can ill afford to bear the strain, and which to my mind are growing weaker year by year.

It will, no doubt, be within the memory of some of my readers that an important and truthful statement (which passed unchallenged here) was made in the German Reichstag, as to the amount of taxation borne by the inhabitants of leading countries of the world, and it stood out most prominently that in the United Kingdom the amount was a matter of two pounds per head over and above the corresponding

taxation existing in such countries as Germany, France and the United States.

This statement was generally admitted to be a correct one, and I suppose being the truth itself there was no need to raise any objection to the acceptance of this statement by the German nation or our own. I think, however, it is a surprise to many to hear that in this freedom-loving nation of ours we are paying for our freedom in this remarkably expensive way. How is it that these unfortunate nations, supposed to be groaning under "Protection," are able to exist under such a load at a less expense to each individual than in our own country. Are we to consider that they are still on this misguided path of Protection, or is it not best to look at home amongst ourselves and ponder for a moment as to whether the error is not being made by John Bull and his sons.

I have, I hope, proved in all my previous chapters that there is a simple opening for broadening the basis of taxation, by imposing a modest duty on foreign imported products, and I will venture later on to set forth what will happen, in my idea, when the desired new system of Tariff Reform is put into operation.

At present we see John Bull with his open door giving the benefit of his country to the exploitation of it by foreigners in general ; and it is, I assert again, high time that a close regard was paid to the false position that has been created by this one-sided state of things. It would be different if foreign nations in general received John Bull's products with open arms, and passed them through the several nations' Custom Houses without taxation, but this is not so, and is never likely to be.

The present position in this country is really getting so false and hollow that I am not surprised that capitalists and energetic manufacturers, finding John Bull will not give any regard to their interests, are now forced to ignore their patriotic desires to benefit their own country.

There is a marked cessation in financial schemes and trade developments in this country which is becoming painfully apparent. Why should any of our capitalists take the risk of starting speculative manufactories or schemes in this country of ours ? Such manufacturers are too clear-headed to blindly ignore the risks they run in promoting new businesses or manufactories here. With such countries as the United States,

Germany and France open to them it is almost approaching insanity to think that new manufactories should be started in this country.

By doing so, our manufacturing friends pretty well limit their scope of trade to the British Empire alone, always being at the mercy of foreign competitors who come and wrest the home trade orders from them : whereas if our manufacturers and capitalists grasp the present position and proceed to transfer their energies and capital to such countries as the United States or Germany, immediately the outlet for their merchandise is doubled. For instance, by deciding to manufacture an article in, say Germany, the benefit of that increasingly valuable German market is provided for them, and within two days' journey is the open door of the United Kingdom, which latter country is foolish enough to welcome various products from other lands and allow them to circulate in her home market without paying a fraction of tax to the revenue in any shape or form.

No one can blame such British manufacturers if they turn their attention to the inviting sphere existing out of this country. This is happening under our noses, and work that

would in the ordinary way be provided for British artisans is being filched from them through the blind folly of retaining the existing anomalous position. What sane person, knowing that by going abroad the use of TWO markets is obtained, will freely spend his money and energy in promoting a factory in this country?

## CHAPTER XX.

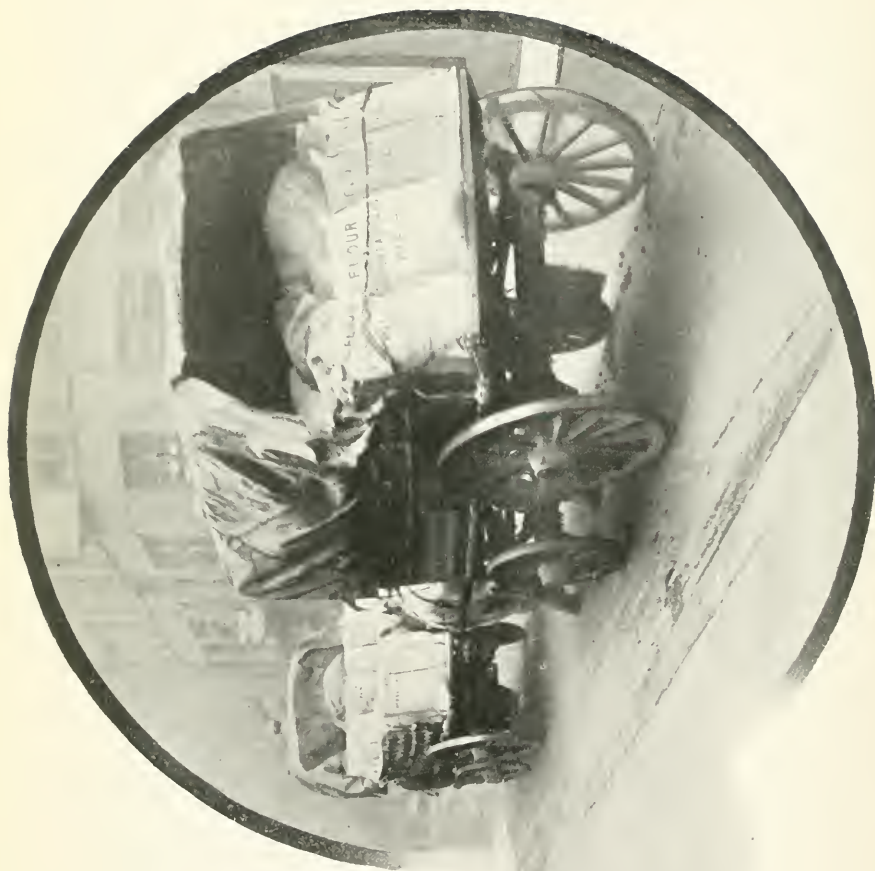
The Products of Free Trade as affecting  
the Working Man and Artisan.

In my previous chapter I have endeavoured to show the present view of the important capitalist class on the lopsided position now existing here ; but my sympathy I must admit is much more with the artisan and working man over the disastrous played-out misnomer called Free Trade.

A capitalist can, without very much difficulty, transfer his capital and energies from this country to other climes, but the working man is, I am sorry to say, being left in the lurch in a most hopeless fashion. Being without money, and his personal capital consisting solely of his actual working strength, he cannot provide the cost of transferring his home and family to another country. It is not always practicable for a working man to find employment in the trade or occupation he has been used to ; consequently he must drift







*Photo by Park.*

**A TARIFF REFORM OBJECT LESSON.**

*Grout Eng. Co.*

**TWO LOADS OF AMERICAN FLOUR.**

where he can accept any wages, however paltry, that may be available to him by utilising his labour in some other capacity.

I hope and believe the working class generally are studying the subject closer than they have hitherto done, but I would now suggest that they more particularly watch some of the object lessons in front of them to be seen almost daily in our streets.

I am able to show an illustration on the opposite page of a couple of waggon-loads of American imported flour which has just passed through the Docks. Thousands of tons of similar flour arrive in London and elsewhere, and being already "milled" there is no need of our flour millers' industry coming into play. If side by side with this picture they would recall the busy scenes that can be witnessed by the inspection of some of the flour mills in our midst, the working classes will, I am sure, see clearly that through the flour being sent from America and elsewhere in its "marketable" condition, the employment of hundreds of men is prevented, who would otherwise have dealt with this grain in its various stages, i.e., from its arrival as grain, to its leaving as flour from a typical flour mill.

I will have more to say in another chapter as to the aspect of grain and flour, if put under a Tariff Reform scheme.

I have also shown a range of pictures representing such articles as foreign bottles, matches, glass and china, motor car tyres, etc., and in all cases without exception this fact seems to me to stand out most prominently ; that while there are hundreds, nay thousands, of unemployed in our midst, right and left of us, we see manufactured goods in all their various forms being dealt with by our traders and shops, which by the imposition of a reasonable Customs tax would either foster the actual manufacture of the articles in this country, and so provide labour and work for many thousands, or these articles would have, if still imported from abroad, contributed a considerable sum to the national purse.

As it is at present we seem to be stinting ourselves and suffering taxation and hardships in order to remedy the displacement of labour that year by year seems to increase in spite of booms in trade, and outwardly prosperous times. I refer of course to the year of 1907, which was remarkable on account of the enormous increase in the import and export returns over preceding years. But

the figures dealt with in that year did not bear any probing into, except as regards the cotton industry and the exports of coal and iron. Apart from these the vast increases recorded in that year principally related to the higher price of materials and articles.

The unemployed problem in 1907 was only a small degree less acute than in 1908, and we seem to have resigned ourselves to yearly "Unemployment Acts," "Distress Committees," etc., as if it were a regular duty. Would it not be as well, instead of reducing these unfortunate unemployed to the verge of starvation, and then doling out grants from the national purse, if we enquired into the faults of our taxation systems, and to see if by a wise system of Tariff Reform we could endeavour to strengthen the manufacturing industries of this Kingdom?

For years past we seem to have let our own manufacturers take care of themselves, and while regulating them by "Factory Acts," "Employers' Liability" and such legislation, little or no regard is paid to the conditions under which foreign manufactures are produced. It should be easily seen that the employees' interest in the prosperity of all industries is bound up with the employers'. If the

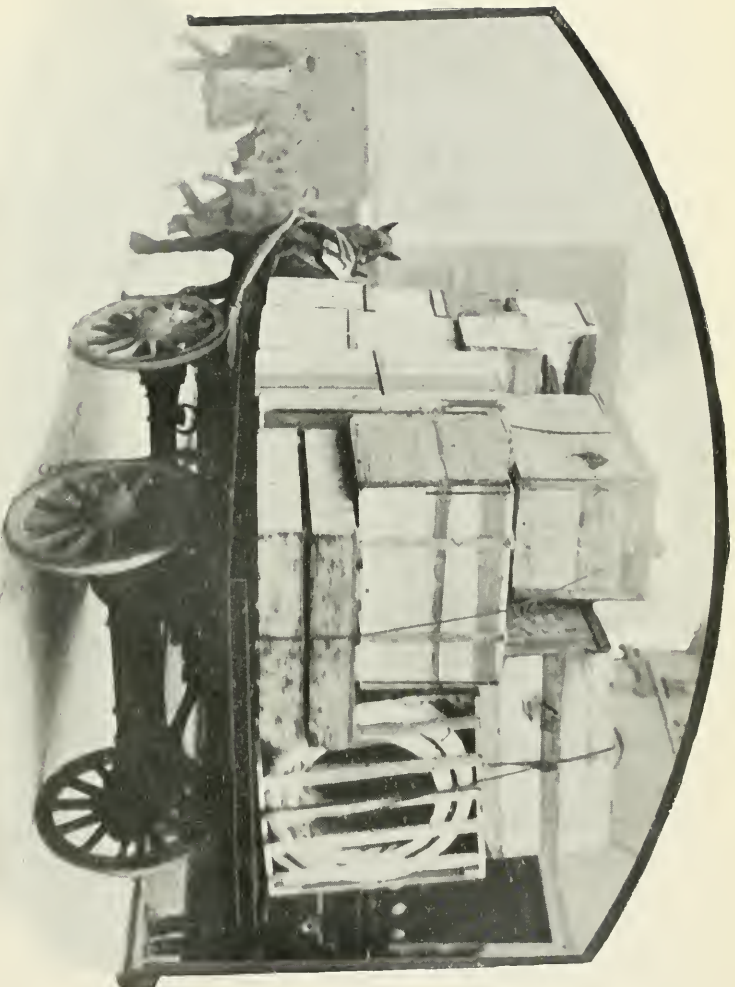
latter prospers, he can extend and increase his business and acquire the services of additional employees. This being so, it is a positive marvel to see the objection which Labour M.P.'s have to recognise the smallest merit in Tariff Reform, though of course I know that such Labour M.P.'s are controlled by their constituencies.

I sometimes read the report of Labour Societies and Associations, and seeing all members of the same live by the result of their labour, as a looker-on, I cannot help thinking it would be an exceedingly sensible thing if in regulating the conduct of such societies the following could be RULE ONE, viz. :—

“ That the members as a body should do all in their power to protect their own particular industry, and take all steps possible to assist their employers in obtaining regular work for members.”

Is it in the employers' interest only that trade should be found for the factory ? I fear the working man in many cases acts as if the material progress of the factory was of no interest at all to him.



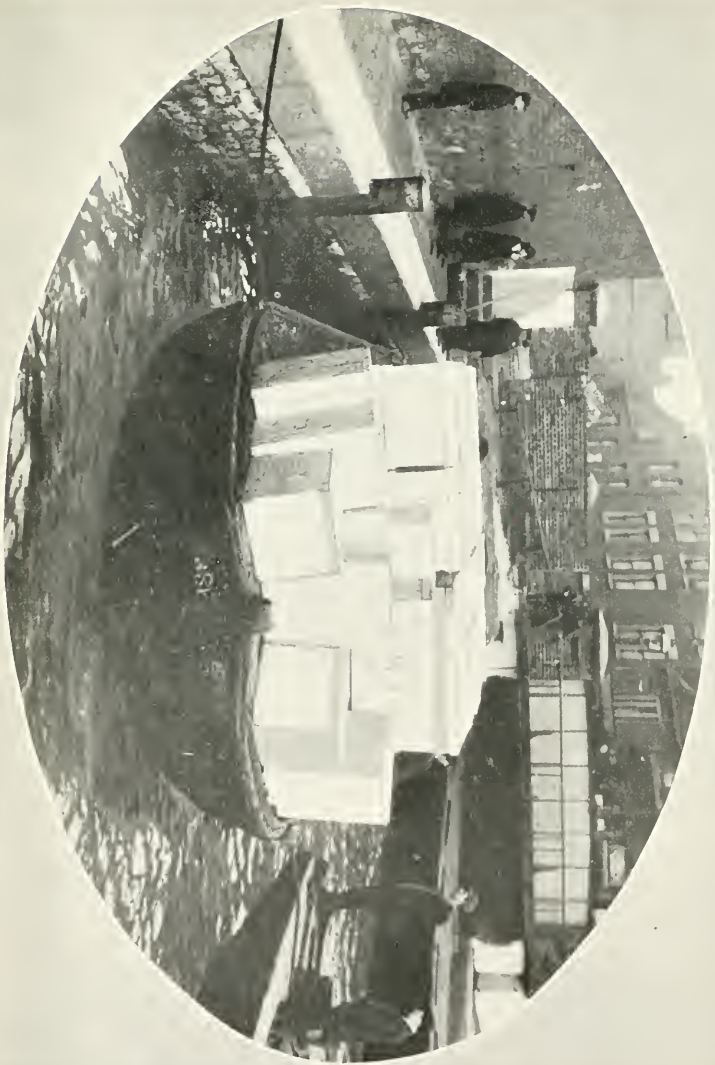


*Photo by Parib.*

*Growth Eng. Co.*  
**A TARIFF REFORM OBJECT LESSON. A VAN LOAD OF FOREIGN GOODS, MOTOR TYRES, ETC.**







*Photo by Park.*

**A TARIFF REFORM OBJECT LESSON. BARGE LOAD OF SWEDISH MATCHES.**

*Groat Eng. Co.*

## CHAPTER XXI.

### Taxicabs.

I am venturing to devote a short chapter to these popular and up-to-date vehicles. It seems pretty evident that the taxicab has come to stay, but as an object lesson in Tariff Reform, I would ask my readers to bring their minds to bear on the revolution which has been caused in our midst by the introduction of these swift and popular "taxis."

I am showing an illustration of a very ordinary sight that can be seen almost daily in the streets of London, viz.:—a taxicab rank. I fear my readers are not all aware that practically ninety-nine out of every hundred of these taxicabs plying in the streets came from a French or Continental manufactory. At present it is an almost non-existent part of the British motor industry, the fact being that the cabs principally come from France, and there is no attempt made to bring

pressure on the French manufacturers, or the British capitalists supporting same, to erect works or factories in the United Kingdom for the manufacture of these " taxis."

I have before me particulars of a contract that was recently placed by a British syndicate with a French firm, for the supply of five hundred taxicabs to be put on the streets of London, there to ply for hire. The cost of these cabs was three hundred pounds apiece. Before proceeding further, I would ask my readers to pardon me for asking them to inspect a few figures I am about to quote. For instance the value of this important British order (placed abroad) was one hundred and fifty thousand pounds. As a business man, knowing that very little trade or manufacturing is carried on without profit, I am of opinion that the profit to the manufacturers on this order would not be less than fifteen per cent. (three shillings in pound). Thus we see, on such an order as above referred to there would be an actual profit made by the Continental firm of twenty-five thousand pounds, and apart from money spent on the " parts " and labour required, not only in making such materials, but in afterwards fixing them together to form the taxicab itself, there would have been even on the present one-sided Free Trade system, if



the cabs had been made here, a good portion paid to our national revenue through the attention of the income tax collectors to the amount of over one thousand pounds, representing one shilling in the pound (the present income tax rate) on the amount of profit made on above transactions.

Does not this illustration furnish food for thought to all patriotic and intelligent persons? Why is it that we continue to allow such orders as this to go abroad, declining to recognise not only the work and labour involved in the construction, which would benefit hundreds of working men and families, but also to clearly give up an entry charge that could most reasonably be made on such articles when coming into this country.

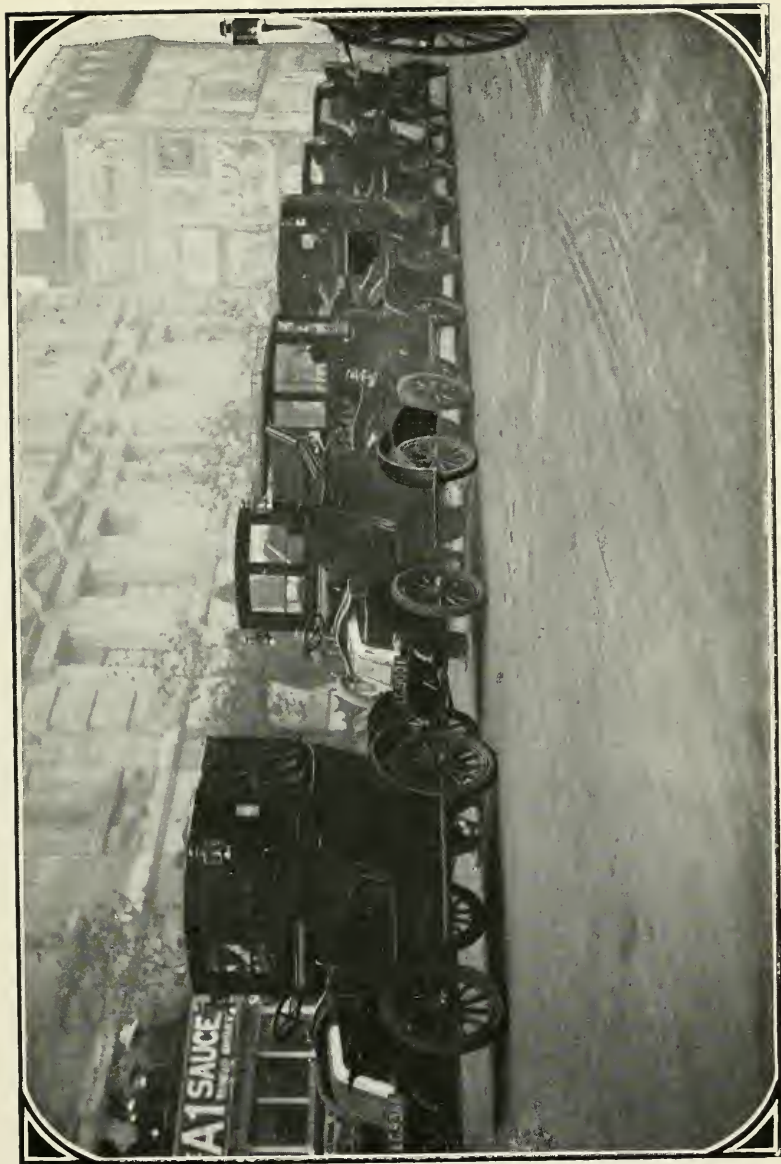
I have in another chapter endeavoured to show that if such taxation, which Tariff Reform would see to, were imposed on articles such as these taxicabs, the cost of such taxation would be, to my mind, thrown on the foreign manufacturers, and not on the British people. Had an import duty of ten per cent. been charged at the time of entry of these five hundred taxicabs through the walls of the Custom House,

a sum of fifteen thousand pounds would have accrued to John Bull's coffers.

Then I would ask you to look at the position thus created in two different ways, first—if a similar five hundred taxicabs were again (as they are likely to be) made abroad, an import duty of fifteen thousand pounds would be received, and consequently if the imposition of such duty were to be anticipated, the foreign manufacturers would, I think, hasten to build, organise and develop a British factory in our midst which would undertake the manufacture.

If so fortunate an event were to take place, it is open to me to ask you secondly, to consider the position of the mechanics, artisans and working men generally in regard to such magnificent business as this if it could be obtained and developed in this country.

It is pretty well known by all works managers and owners of manufactories, no matter of what article, that the major portion of the money expended on the production of such work is distributed in the form of payment for the labour required. It is quite probable that these five hundred taxicabs would furnish not less than a hundred pounds each of “labour” in



*Photo by "Barlett's" Co.*

**A TARIFF REFORM OBJECT LESSON.**

*Grout Eng. Co.*

**A "RANK" OF FOREIGN MADE "TAXIS."**



many shapes and forms. Thus the position is likely to be, under Tariff Reform, that on such an order as five hundred taxicabs, if secured to a British factory, the disposal of money would be as follows :—

Payment for labour required .. .. .	£50,000
-------------------------------------	---------

Materials for 500 cabs, managing expenses, wear and tear, rent and upkeep of factory	£50,000
---	---------

Interest on capital, proportion of insurance, discounts, depreciation of plant and con- tingencies .. .. .	£50,000
--	---------

And please do not forget to notice that a matter of a shilling in the pound would be paid on the nett profit on this transaction to John Bull's revenue. Is it not worth while to risk the experiment of Tariff Reform which would secure an immense volume of business such as this, whether it be in the form of construction of taxicabs or manufactures of any kind ?

Before leaving this particular innovation of the taxicabs into this country, I think it only right that a thought should be given to the displacement which has taken place of a number of British

industries in the way of carriage building, harness making, farriers' work, etc.

I have noticed from time to time that various carriage builders, harness makers, and such like traders have recently been going "through the court," but it is very rare that information is to be found in the columns of the public press as to where the artisans and workers relating to these industries have drifted to when their employers' business has come to the ground. It can only be supposed that some have found other employment, but there is equal probability that others have joined the ranks of the unemployed, or found refuge in the workhouse, or are taking parish relief. A waggish friend of mine, who evidently understands the existing position, suggests that the displaced workmen are being kept out of the funds of the "Taxicab Whipmakers' Society." Is not this joke rather too "grim" a one for you? The situation is really a serious one, though I do not wish to mention these displacements of labour as a Tariff Reform point. But how much more pleasant it would be if we could think that these popular taxis, whilst "surviving" as the "fittest," were not leaving so much "wreckage" behind.





*Photo by Park.*

*Groff Eng. Co.*

# A TARIFF REFORM OBJECT LESSON. UNLOADING AN IMPORTED FINISHED MOTOR CAR.

N.B.—The probable cost of it—£500, of which ABOUT FIVE SHILLINGS ONLY would be devoted to London Cartage Labor.



CHAPTER XXII.

Free Trade.

I have, as you will have seen, had many words to say as to this out-of-date system, but I do not want you to think that I have never attempted to weigh up and endeavour to find a redeeming point to this Free Trade that is still with us. You will notice, not only from my previous chapters, but from knowledge that is common to all, that under the existing circumstances we are practically inviting, and certainly getting, world-wide competition in regard to articles which are in daily demand by us all.

There is no doubt that we get better value for our money in this country than almost any nation in the world, but is not this fancied cheapness obtained at too dear a price, and are we not misleading ourselves? What is the actual nett benefit if an article can be bought at say one pound, which under Tariff Reform may cost slightly more, compared with, for instance,

a saving in income tax, which would more likely than not under Tariff Reform be reduced from one shilling to sixpence in the pound. The extra amount paid on a twenty shilling purchase of a foreign article would certainly not only benefit the revenue, but be a considerable factor in causing such purchases to take the form of a British-made article instead, thereby not only helping a British manufacturer, but enabling him in his turn to keep his factory better employed, to the benefit of himself and his workpeople. Such workpeople would in turn circulate their money—in the usual way by supporting their wives and families with the assistance of the butcher, baker, grocer, etc.—consequently the typical purchase I have suggested of a British in preference to a twenty-shilling foreign article, has far reaching effects and the benefit is endless.

Free Trade, or rather free entry, may mean that the purchasing power of twenty shillings is greater in this country than elsewhere ; but have all of us the twenty shillings to spend ? And here I come to a point that should be realised more clearly than it is, and that is in regard to the proposed entry tax by Tariff Reformers on grain coming into the country. I am I know reiterating a truth well known to many of us, viz. :—that a cheap loaf is still beyond the reach of a starving

man until you put him in the way of earning the money to buy the loaf. For this reason alone it is not right that the supporters of the free entry of grain and flour into the country should continue to value the loaf first, and treat the money with which to buy it as a second consideration.

## CHAPTER XXIII.

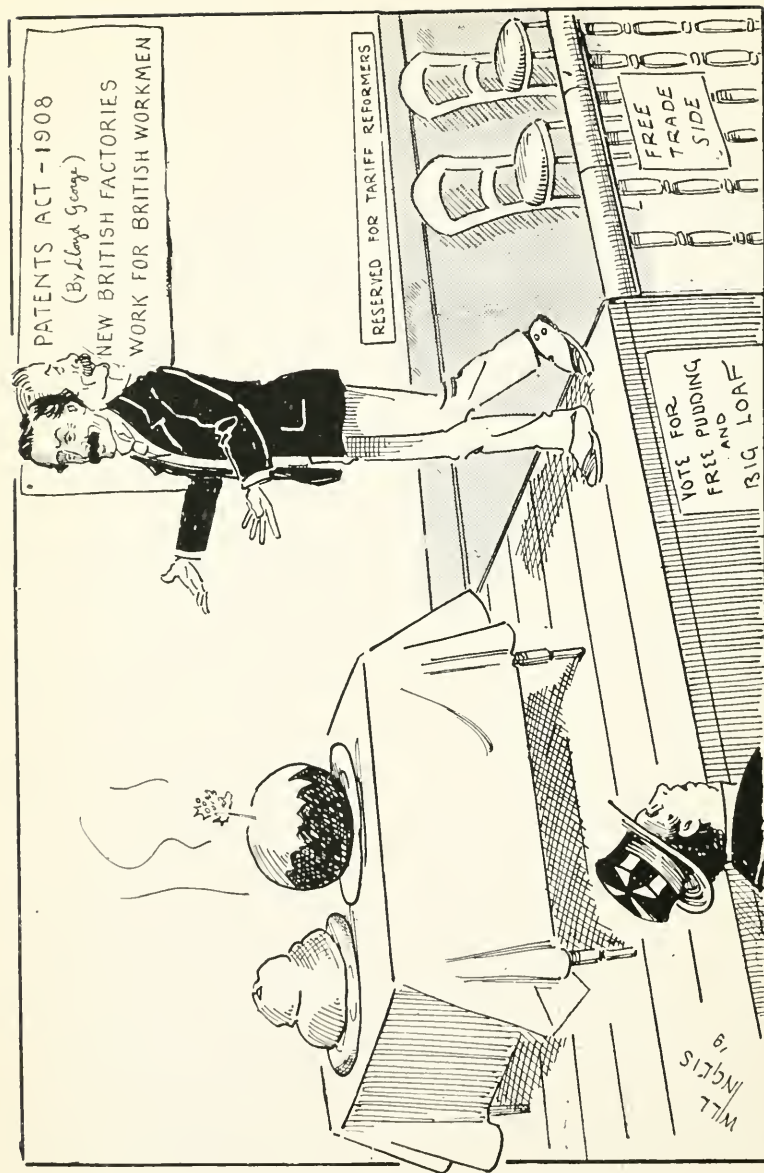
Politicians.

Unfortunately for the progress of Tariff Reform, it has been a harder matter to drive its benefit home than it should have been in consequence of the reform demanded being made a subject of political controversy, and it is lamentable in the extreme to see how this important subject is distorted and bandied about by political reputed authorities.

For some time past I have been endeavouring to find what valid arguments there are amongst this section of politicians and Free Trade authorities, and what can be said in favour of the present system ; but in most cases I find such speakers floundering along, using the same old hackneyed and cut and dried arguments which I am sorry to say are still received with open arms and satisfaction by an immense number of the people in this country. I would ask them to do me the favour of calling to mind a speech







NEAR THE EDGE !

OUR VERSATILE CHANCELLOR.—“ Which way will he fall ? ”

delivered by Mr. Lloyd George, at Swansea, early in October last. I have shown the extracts side by side, and I would ask all thinking persons to weigh up the Free Trade arguments used by this versatile Chancellor of the Exchequer. The paragraphs are as under :—

“ Britain is the richest land under the sun after over sixty years of Free Trade, and there is not a decade that passes over its head that it has not added hundreds of millions to its surplus wealth.”

“ The fact of the matter is that the greatest capitalist in this country is Nature. What is it that has made this the wealthiest land under the sun ? It is the richness and convenience of its great coal deposits, not only excellent in quality, but so deposited as to be within convenient access of the sea, so that it is ready for export to other lands without the handicap of a prohibitive land transport.”

I have not quoted the full paragraph in each case, but enough can be seen as to Mr. Lloyd George's inconsistent views. What is it

that he considers has really yielded the wealth to this country, and which "horse" is he riding on? I prefer to take the "Nature" one, and give the benefit of the undoubted progress this country has made to the development of the actual resources of the country (see chapter xxvi.)

Another of the stock arguments constantly used, is that if we buy goods abroad, the foreigner always takes the equivalent quantity of goods from us, in order to effect the balance of trade. Lord Avebury stated the other day that if, for instance, we bought a thousand pounds' worth of silk goods from a foreigner, the foreigner in turn took a thousand pounds' worth of cotton goods in exchange for them. I would ask any doubting person to refer this argument to a business man, and he will tell you at once that the foreigner sending a thousand pounds' worth of goods here would want a thousand pounds in hard cash in return for them.

It is hopeless confusion to couple the cotton goods exported, with the silk goods imported. If it is, as we all certainly believe, a good thing for this country to make and export cotton goods, why is it not an equally advantageous matter to make and use here, or sell abroad, silk as well as cotton? The introduction of

Tariff Reform would have its effect on our silk industry, which has been declining for many years now ; and apart from this it surely should be considered, regarding the typical thousand pounds' deal in cotton goods when exported in exchange for imported silk goods, that the cotton goods pay their footing in this country in the form of wages and employment to the worker, and profit to the manufacturer, whereas there is no matter of wage, employment or manufacturing profit to be considered in regard to a thousand pounds' worth of silk goods imported into the country.

I could go on quoting these Free Trade mis-statements that so often appear, but will content myself with referring to part of an article issued by Mr. Arthur Henderson, M.P., on "Labour in Germany." He went over there with Mr. G. N. Barnes, on behalf of the Parliamentary Labour Party, to enquire into the prominent causes and conditions of unemployment in Germany, and comes home with statements as under :—

" Our investigations convinced us that in spite of high ' Tariffs ' Germany has its unemployed problem, though it appears to be considerably less in extent than in this country. This is due, in my opinion, to several causes not connected with either Free Trade or Protection.

“German industries during the past two or three decades have been characterized by a spirit of enterprise and adaptability, and there has been a marked determination to profit by scientific research and systematic organisation. Then it is important to remember that agriculture continues to support about twenty-five millions of the population, and it was reported to us that even now there is in some agricultural districts a scarcity of labour.”

Mr. Arthur Henderson appears to be thoroughly satisfied with the condition of German agriculture, and the twenty-five millions it employs, but what truth is there in the statement that the less extent of the German unemployed problem is not connected with either Free Trade or Protection? For instance, if the present German import duties on corn, cattle, etc., were given up, what would happen to the twenty-five millions employed in agriculture? We can only assume that the same would happen as has occurred in this country, viz. :—that farmers would give up growing wheat, etc., and thus displace the labour at present employed. Does not this seem to show that Mr. Arthur Henderson is wandering over the matter, and that Protection has everything to do with the prosperity of German agriculture?



Does he not know that the tax on corn imported into Germany is seven shillings or more a quarter ?

I also notice that one of the leading Free Trade daily papers claims that “ Free Trade gives us Old Age Pensions. ” Is not this rank distortion verging on lunacy ? Would it not be more truthful to claim that “ the retention of the income tax at a shilling in the pound gives us Old Age Pensions,” or that “ the tea duty being maintained at five-pence per pound yields Old Age Pensions.”

The mention of the tea duty brings us also to another item of the Tariff Reform programme, which if introduced would reduce the duties on tea from fivepence to probably one penny per pound, thus leaving a satisfactory margin to compensate for the proposed entry duty on grain. But this brings me to another subject, to be dealt with in the next chapter.

## CHAPTER XXIV.

Duties on Food.

I promised in a former chapter to say a few words as to duties on corn and flour. The suggestion of duties on these commodities seems to have been the principal red rag to stir to wrath the minds of the Free Entry devotees. I am not one to blindly ignore the necessity for cheap food being supplied for the needs of the population of these islands, or any other country, but if the matter were looked at with a broader view, and the two suggestions borne in mind that Mr. Joseph Chamberlain originally started with (and I am glad to say still adheres to), I really think a little thought should prove to any person with an open mind on the subject, that if the duties are reduced on such popular articles as tea and sugar, the money saved thereby would more than provide the small entry duty on corn and grain.



*Photo by Park.*

*Growth Eng. Co.*

**A TARIFF REFORM OBJECT LESSON. A MEETING OF " UNEMPLOYED."**





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Years.

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SITON  
WILL

JOHN BULL PONDER'S "SHALL I CHANGE?"



I have shown in a previous chapter that a slight duty on flour, as distinct from corn, would be a great help to the flour milling industries in this country, but I am sorry to have to remark that this blind adhesion to the "cheap loaf" retards the progress of "Tariff Reform" more than it deserves. This leads me to suggest that it might be as well to appear to give in to the scruples of these unreasonable individuals, and see if they would accept a suggestion such as the following, viz. :—To allow a bonus of two shillings per quarter to be paid to British farmers, also on corn received from the Colonies, but such bonus not to be paid on foreign imported corn.

I only make this suggestion as one from a business man, who has by the exigencies of competition been compelled year by year to use his wits to achieve his own ends, and at the same time induce others to think that they are still achieving their particular desire.

A bonus, such as I suggest, would be a help to "agriculture" here, and help the cause of "preference" that our Colonies have recently been extending to this country. I think such a bonus scheme would be found a practicable one, though as a business man I know that the two shillings per

quarter bonus money would be obtained from the same pocket of John Bull as a two shilling entry duty on corn. Still the proposition might help to clear away the ignorant sneers that Tariff Reform is causing, and be a help to more quickly bring the Tariff Reformers and the "Free Food" party together.

CHAPTER XXV.

Results of Free Entry.

I hope I have proved to my readers by now that the lop-sided position established through adherence to this misnomer called "Free Trade," which you have noticed I prefer to call by its correct name, i.e., "Free Entry," is not working satisfactorily in these days, and the general result shows itself in the weak ones going to the wall and bearing the brunt of the follies of Customs finance that we have retained so long.

Is it not time that more consideration was given to the immense amount of money that is year by year distributed in the form of administration of the Poor Law ?

The expense of the present Poor Law system is year by year increasing, and now amounts to a matter of seventeen million pounds per annum.

It is too early to say what the new Pension Act will do in regard to helping the necessitous old people to avoid

the demand for help from the Poor Law Guardians, but it has been a standing reproach to this country for many years, and to my mind a silent comment on the glaring evils of Free Entry, that not only the old and worn out toilers need bolstering up in the declining years of their life, but thousands of able-bodied persons of both sexes are daily in receipt of indoor and outdoor relief.

The general tale (on enquiry into the circumstances of such able-bodied persons) is that they have come to the end of their resources through failures of employers, or inability to obtain work. I know full well that many persons are ever ready to blame such unfortunate people, and allege that it is their own fault entirely, but it is useless dismissing the matter in this fashion.

There is no doubt in my mind that more help should be given to the manufacturers and employers of labour generally in the way of reducing this ridiculous competition in trade that we are all suffering from. Our present "open door" should be shut, and the fact realised that this home trade market of ours was created by and belongs to ourselves, and should be carried on in an improved way, resulting in the retention

of manufactures and work generally in our midst, to the benefit of both employers and employed.

One of the allegations of Free Traders against Tariff Reform is, that duties, if imposed on imported articles, will result in the formation of "Trusts," and needless jealousy is shown as to the benefit which will accrue to the manufacturing and other trades, which will be helped by the introduction of needful Tariff Reform. Is not such reasoning of the "dog in the manger" type, and is it not best that such persons should broaden their views, and see that the general prosperity of the vast manufacturing industries in this country will react in turn on one and all?

I noticed the other day a Free Trade financial expert pointing out to some members of the building trade that they were free from competition and therefore would be adversely affected by a change in the Free Entry Policy of this country; but this seems to me a most narrow-minded remark. House property and the value of buildings generally is sure to be improved if the demand is stimulated for the erection of buildings such as factories, or for houses for prosperous workers to live in.

Also I have seen it stated that such people as solicitors, clerks, and professional men generally have no interest at all in Tariff Reform; but here again I am ready to maintain that they have as much interest in the matter as the manufacturing classes generally. Improved prosperity in our midst will necessitate the employment of every profession, whereas by continuing the present one-sided system and reducing the profits of employers to a minimum, or reducing the demand for labour generally, it reacts on the whole of the professional classes throughout the country; inasmuch as if employers and employed have practically no margin of money to spend with such professionals, the incomes of the latter are as intimately concerned with the Tariff Reform question as anyone else.

If we could only induce, as I firmly believe we shall, some of the big Continental manufacturers to come over here and start factories in our midst, the building trade is likely to be interested first, i.e., in the matter of building such factories. Apart from this, surveyors and lawyers will be wanted to look after the plans, title deeds, and legal work generally. Then later on, when the workers, foremen, and others come along they will in turn require





*Photo by "Bartlett's" Co.*

**A TARIFF REFORM OBJECT LESSON.**

**VAN LOAD OF FOREIGN MANUFACTURED GOODS.**

*Grout Eng. Co.*



the assistance of doctors to keep them in health, tradesmen to supply their needs, and the circulation of the money earned by the workers and the profit obtained by the capitalist owners of such new factories will be circulated for the benefit of the country at large.

At present we are slowly drifting into a mere distributing class, and the principal wage earners on this melancholy Free Entry business are the carmen and porters, who are more of the casual labour class. No benefit accrues to the skilled workers or artisans, who are a greater pride to the country than the unskilled though honest class of men who supply the demand for labourers, carters and the like.

You have only to look at the illustration shewn here, and similar ones, to see that the handling of these foreign manufactured goods is a poorly paid labour, the wages earned by all concerned being an average of a pound a week.

## CHAPTER XXVI.

Why have we prospered under the  
Free Entry System ?

This is a supposed “floorer” which I fear through not being properly answered causes a great number of Free Traders to dismiss all discussion on the merits of the Tariff Reform movement. It is true that John Bull has by comparison with former years improved financially, but his progress has been rather of the character of a strong man who has been carrying a heavy load—he gets along and makes progress ; but is not John Bull being caught up by competitors, his load feeling heavier and heavier through taxing his strength foolishly ?

However, I do not wish to deal with the subject of this chapter in this metaphorical tone, so will point out a few actual facts that will, I hope, help to explain how the strong man

that John Bull undoubtedly is has been misleading himself and his sons into thinking that all is well with him.

To my mind so-called Free Trade has been too long securing the credit of this country's progress. Should not some consideration be given to :—

1. British Railway Developments. The amount of money spent on same during the last sixty years is fifteen hundred millions of money, and in turn these railways have been developing the national resources of the country.

2. The Limited Liability Act. This has been a wonderful factor in assisting commercial and industrial enterprise.

3. The Development of British Colonies has reacted on this country in providing an outlet for its manufactures and new homes for its sons, who have acquired wealth in the Colonies, and returned here with it or remitted portions.

4. The progress of the world itself and the money paid to this country as interest on its capital invested abroad.

5. The extension of the Joint Stock Banking System, which

indirectly has caused the giving up of the private hoarding of money popularly known as the "long stocking."

Almost any one of above factors will be sufficient to answer the question forming the title of this chapter. Free Trade, by inviting competition in the United Kingdom, has spurred the commercial community to energy and developed for a time the fighting spirit amongst us to retain our hold on the trade of the world, but we are no doubt being forced to gradually retire from all protected markets.

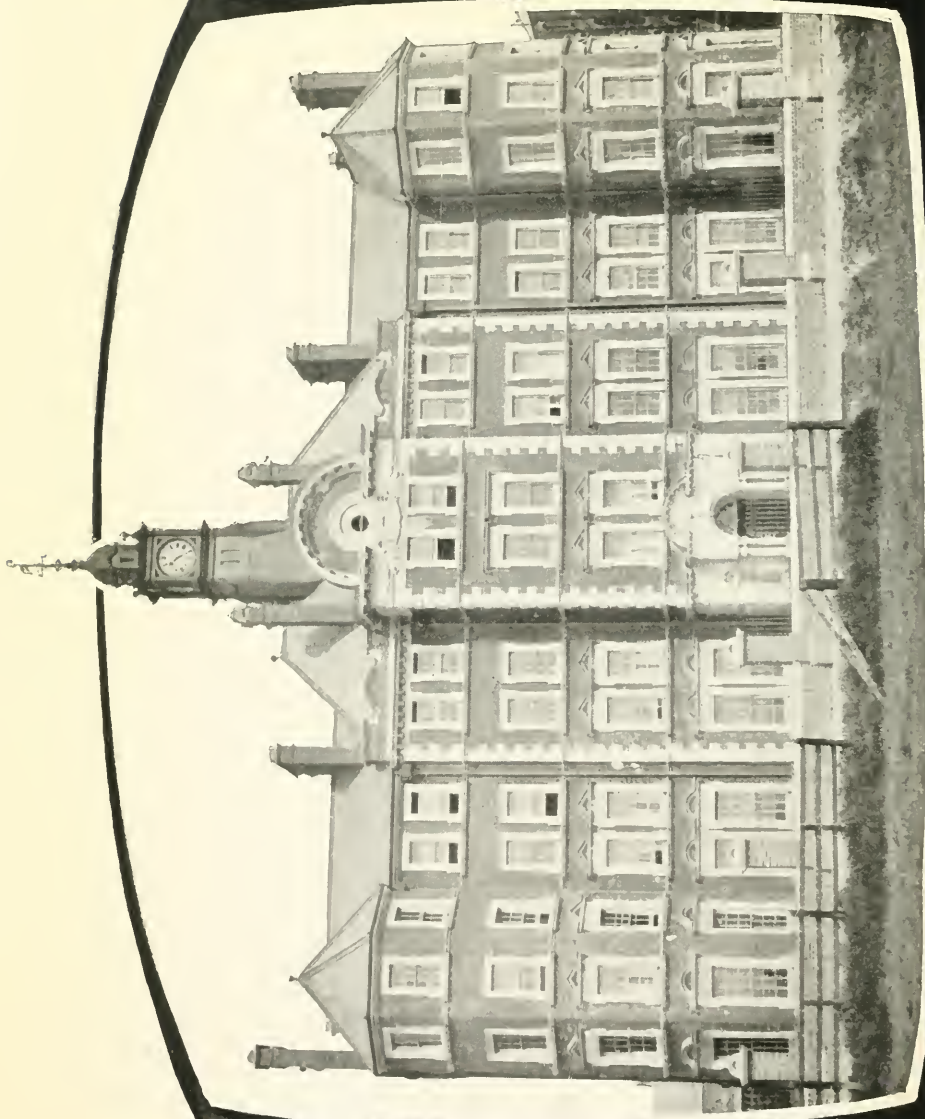
Is Free Trade improving the commercial backbone and stamina of our race? I fear that, as regards attempting to do an "export" business with such protected countries as Germany, France and the United States, the average British manufacturer has given up trying.

Would not Tariff Reform and resumption of the nation's bargaining powers help to reduce these entry duties of protected countries from prohibitive to a reasonable basis? Free Trade will never do it if it is continued a thousand years.

Before closing this particular chapter, I take the liberty of drawing my readers' attention to the accompanying picture of the recently-erected Hammersmith Workhouse, and would ask the







*Photo by Park.*

**THE HAMMERSMITH WORKHOUSE (see page 98).**

*Grout Eng. Co*

questions:—Is our prosperity entirely free from doubt? Are not such buildings as these remedying the evils of Free Entry? Can you point the finger of pride or scorn at such “Blessings of Free Trade!!” as this Baronial Hall for Paupers—built at a cost of £335 for each pauper?

## CHAPTER XXVII.

Free Entry, Tariff Reform, and  
Protection.

I think my previous chapters will have fairly well explained what Free Entry means, but it may not be out of place before bringing these few chapters to a close, to explain the difference that actually exists between Tariff Reform and Protection.

Tariff Reform is fairly simple to understand. Speaking generally, it conveys the desire that business people and clear thinkers amongst us have to shuffle up the duties at present obtained as Customs revenue on present imports that we do not produce, and endeavour to reduce, and perhaps entirely eliminate, such duties upon the principal articles daily in demand by us, such as tea, sugar, cocoa, coffee, etc. There is no doubt that import taxes on such articles are borne by the consumers, and no material gain is obtained through taxing such articles which we all must have, while avoiding the

opening for taxing some of the “manufactures and luxuries” consumed in our midst. The greater portion of the tea, sugar, etc., duties are undoubtedly obtained from the people who form the vast majority of the population, viz. :—the artisans, workers, and labouring classes generally, whereas the essence of Tariff Reform is to lighten the load borne by such people, and by judicious manipulation of new duties (principally on manufactured goods), to more equally divide the taxation, and spread it amongst the population generally, bringing about the result that taxes would be paid on numbers of articles which are not actual necessities—for instance, foreign imported gloves, silks, motor cars, watches, etc., should surely bear the levying of an import tax upon them.

It is waste of time for me to ask my readers to give an opinion as to who are consumers of the articles of luxury that I have named, and this brings me to a point at which I am continually astonished, viz. :—that the workers, artisans and labouring classes have not been readier to bring their minds and understanding to bear on this vital question of Tariff Reform.

I hope I have shown that there is urgent need that such

important luxuries to which I have drawn attention, should pay their footing in the country, and I think it will be readily admitted by one and all, that we have been making a great mistake for many years in ignoring the need of enquiry into the Customs duties we have been levying.

Protection. I cannot personally find that the desires of Tariff Reformers have shown any great leaning towards Protection as well as Tariff Reform. It would be one thing charging a nominal duty on manufactured goods, but all that is asked by Tariff Reformers is that all manufacturers and foreign traders getting the benefit of this country's market should be compelled to pay, in the form of an Entry duty, a fair proportion towards the privileges given, in allowing them to send their products to this country's shores.

I have clearly shown, I hope, by now, that the cost of the upkeep and administration of this country's market is borne on the shoulders of the inhabitants of the United Kingdom. But when side by side with this is considered the taxation of some of the imported articles that are also made by British manufacturers, it is then that the dividing line should be found. If a duty is imposed on manufactured articles competing



with British ones, such duty should not exceed more than the proportionate entry cost that we are entitled to demand, and should be paid when such foreign articles are received here. If a heavier duty than necessary is imposed, then opponents of Tariff Reform would be correct in alleging that "Protection" was being given to such British manufacturers who made similar articles to those imported. Seeing however, that the question of Tariff Reform will require voting upon by the population generally, before it can be introduced, is it not also correct to maintain that "Protection" need not be given until such time as it is found that benefit cannot be obtained under a judicious system of Tariff Reform.

I am personally of the opinion that as "Protection" has clearly shown to be of advantage to the manufacturers in such countries as America, Germany, France, etc., it will be to this country's benefit to admit of a measure of "Protection" in regard to some of this country's industries. If by giving "Protection" it would induce the opening of manufactories, and thereby create a demand for the surplus labour of this country, I consider we should be doing a far wiser thing in giving such pro-

tection at once, than by tinkering at the other end of the employment question as we are doing now in relieving the distress and starvation existing amongst the unemployed and treating this as a normal condition of things year by year. Our aim should be to avoid all causes for unemployment in our midst.

I notice the cry is growing amongst the unemployed for the "right to work," and I feel sure we shall hear more and more of this until a remedy is found. There is no doubt that these unemployed are perfectly correct in demanding that their labour should be employed, and seeing "charity begins at home," why should we not apply this principle and create and foster the need for the services of these workers, by building up and strengthening the industries and manufactories in our midst?

If Tariff Reform measures err on the side of Protection, I for one will be ready to advocate that a trial be given.

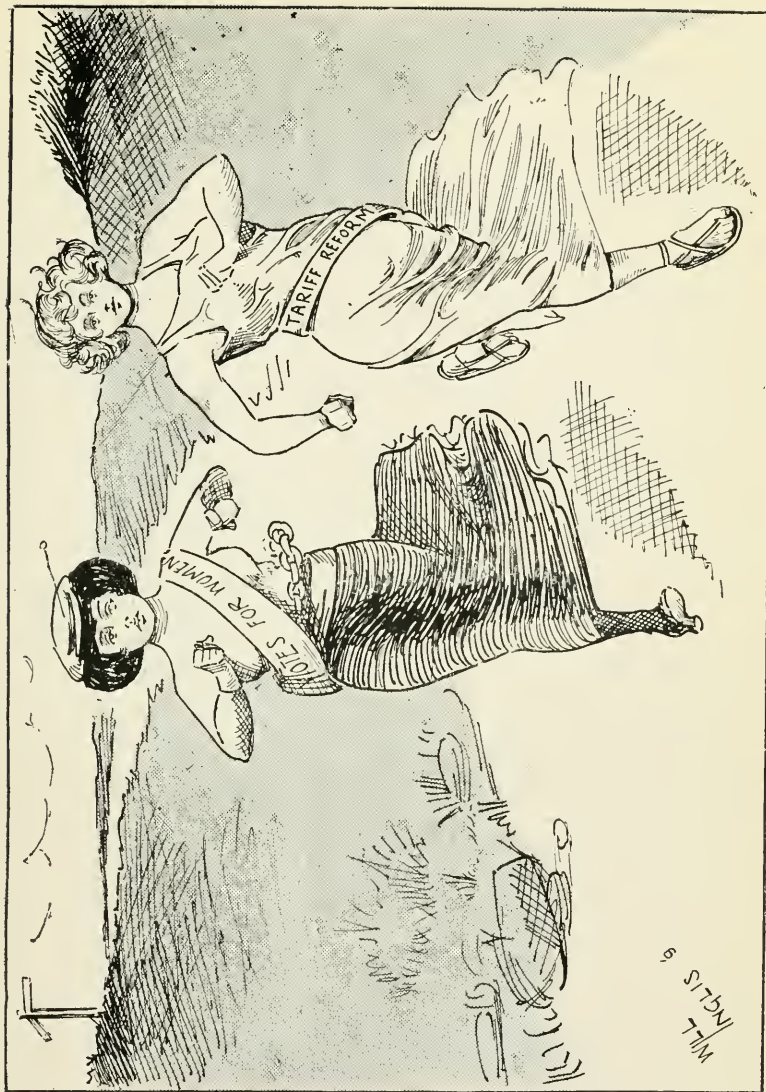
## Conclusion.

I have now brought my subject to an end, and while apologising to those of my readers who may perchance have failed to see anything new in these few chapters, I hope I shall have been successful in presenting this Tariff Reform movement in a new light to some of you. You will have seen, long ere this, that this little book is devoid on the whole of any literary style or finish, as applied to the statements it advances, and the matters it has touched on. But if any of you have missed the ornamental polish which a novelist or experienced press writer could apply to ordinary reading matter, I would again refer you to my introductory chapter, where I told you, as I now repeat, that I am only a business man, who has been brought into practical touch with the working of competitive trading and commercial dealings. My opinions are the result of many years of earnest work, and are placed before you with a sincere desire to help the progress of my country, and to divert it from the blind folly of

ignoring common business principles, which are as needful to the conduct of the country itself as they are to the development of any ordinary business or trading concern in our midst.

You will notice that the name of the writer of these chapters is still missing, and I still do not propose to say who I am. I am somewhat in the position of a well-known county cricketer, who on the opening day of an important cricket match with a neighbouring county, noticed that a young cousin had been included in the "eleven." He was asked by a chatty stranger "whether the new cricketer was any relation of his." His reply was an evasive one: but later on, when the youngster had bowled over eight wickets of the opposing side, and scored a century, he was more ready to recognise relationship with him. In the same way I feel, in concluding this book, that I am at present doubtful of the success I hope for. If it is the modest means of clearing the way, and taking the wickets of a few ardent but misguided Free Traders amongst us, I shall be amply satisfied.

*(Will the reader kindly glance at page 107.)*



A POLITICAL "MARATHON."—"Who will reach the goal first?"





## A Happy Thought.

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A. L. B. M.

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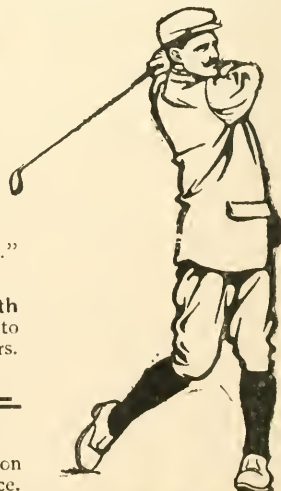
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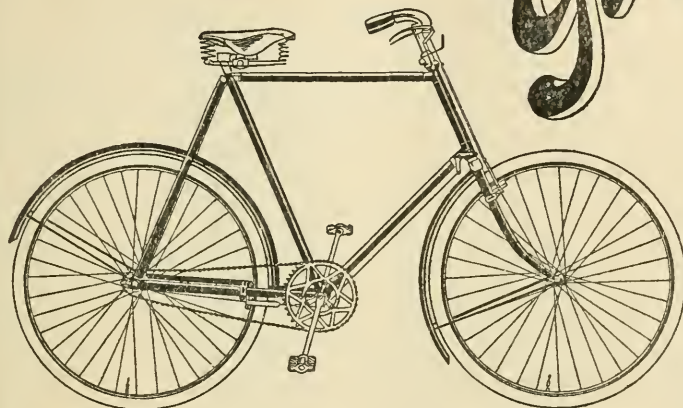
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